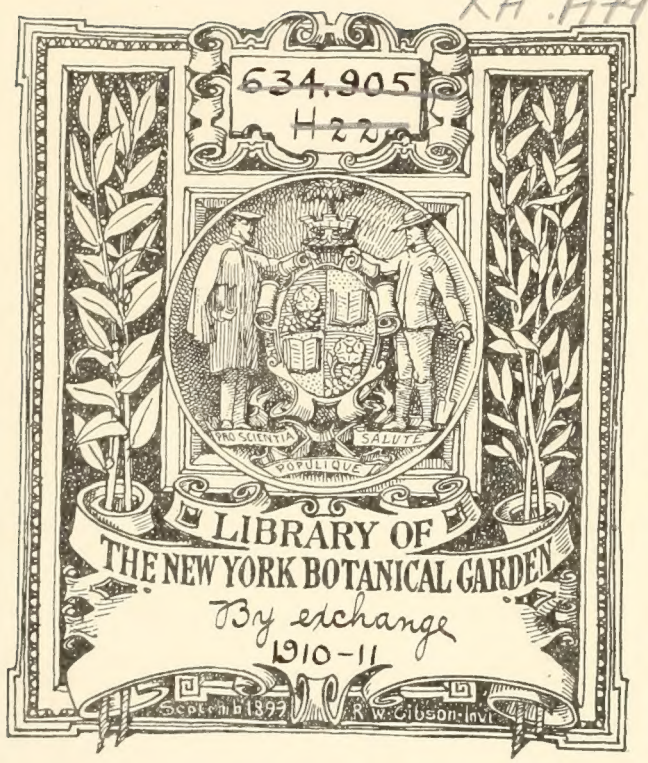
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FALL MEETING MICHIGAN ASSOCIATION

Hardwood Record

Fifteenth Year, Semi-Monthly.

CHICAGO, OCTOBER 25, 1910

Subscription $2. Single Copies, 10 Cents.

LIBRARY NEW YORK BOTANICAL GARDEN

LARGEST VENEER PLANT IN THE WORLD

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OFFICE, FACTORY AND YARDS:

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BAND MILLS, MEMPHIS, TENN.

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All Kinds of High-Grade

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Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

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2 Kilby Street, :: BOSTON

Would like to talk to you about their large stock of

Plain and Quartered WHITE OAK

Tennessee Red Cedar, Thin Poplar and Poplar Siding

ASK US WHAT WE CAN DO FOR YOU

KEYS-FANNIN LUMBER COMPANY

HERNDON, W. VA.

HAS A LARGE STOCK OF CHOICE

WEST VIRGINIA HARDWOODS

PLAIN and QUARTERED WHITE and RED OAK

BASSWOOD CHESTNUT HEMLOCK

Rough or Dressed Write for Prices

"THE BEST LUMBER"

CHERRY RIVER BOOM & LUMBER CO.

SCRANTON, PA.

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THE HEBARD CYPRESS CO.

MILLS: WAYCROSS, GA.

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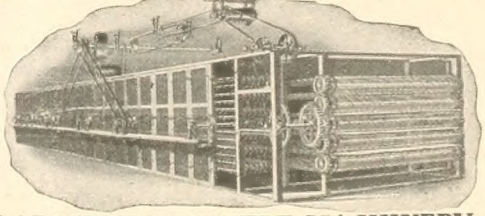
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UNPARALLELED SUCCESS

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ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

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Get your order in early for
RED OAK
25,000 feet 5-4 Common and Better.

Ask us for prices on 350,000 feet 5-8 to 16-4 No. 1 Common and Better
SOFT YELLOW TENNESSEE POPLAR
good widths and lengths, ready for immediate shipment.

We have just received a large consignment of
MAHOGANY
200,000 feet, manufactured from choice logs, well-figured, and nice stock in every particular; good widths and lengths.

No better time than right now to think about
HEMLOCK AND SPRUCE
Our big stock offers some choice bargains.

Are you in the market for
CALIFORNIA SUGAR AND WHITE PINE
We have a large stock of 4-4 to 12-4

Here is your opportunity to get interesting quotations on
QUARTERED WHITE OAK
200,000 feet 4-4 No. 1 Common and Better, dry, nicely manufactured, well-figured, and good widths and lengths.

Let us quote you on
BLACK WALNUT
We have 50,000 feet No. 2 Common and Better, dry, well manufactured, good widths and lengths.

We have just received a large block of
SOFT WHITE PINE
4-4 to 16-4. Dry, well manufactured, good widths and lengths.
Can ship separate or mixed cars.

4-4 to 16-4. 200,000 ft.
HARD MAPLE
Also same amount of Soft Maple.
Ask us for prices.

We can make prompt shipment on
WHITE OAK
200,000 feet 4-4 No. 1 Common and Better, plain, dry, good widths and lengths. Tennessee stock.

We now have 300,000 7x24 and 100,000 6x20 No. 1
HEART RIVED CYPRESS SHINGLES
Ready for delivery. Ask us for prices.

What about
CHESTNUT
We have 200,000 feet of 4-4 to 8-4; also 5 cars of 5-4 No. 1 Common and Better, bone dry, for prompt shipment.

If you are looking for
GULF CYPRESS
write us for prices. We have a large block, dry, well manufactured, from 4-4 to 16-4.

How are you fixed on
WHITE PINE?
We have 500,000 feet 4-4 No. 3 Barn and Better, dry, which can be shipped in the rough or worked in any manner desired.

"We Have It If It's Hardwood"

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Wm. Whitmer & Sons
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

HARDWOODS

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Franklin Bank Bldg.
PHILADELPHIA

West Virginia Spruce and Hemlock : Long and Short Leaf Pine : Virginia Framing

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

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MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

THE

Kneeland-Bigelow Co.

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PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

40,000 ft.	6/4	maple step plank.
100,000 "	6/4	No. 1 common and better maple.
100,000 "	8/4	No. 1 common and better maple.
200,000 "	4/4	No. 3 common maple.
200,000 "	5/4	No. 3 common beech and maple.
150,000 "	5/4	No. 2 common and better beech.
250,000 "	6/4	No. 3 common beech.
100,000 "	4/4	No. 2 common and better birch.
75,000 "	5/4	No. 2 common and better birch.
10,000 "	6/4	No. 1 common and better birch.
30,000 "	8/4	No. 1 common and better birch.
150,000 "	5/4	No. 2 common and better basswood.
20,000 "	6/4	No. 1 common and better basswood.
35,000 "	4/4	No. 2 common and better elm.
10,000 "	12/4	No. 1 common and better elm.
500,000 "	8/4	No. 1 hemlock.
500,000 "	8/4	No. 2 hemlock.

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

MITCHELL BROTHERS COMPANY

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., September 6, 1910

8-4 Ash, 1s and 2s	5M
1x6 Basswood, No. 1 Common	17M
1x7 and up Basswood, No. 1 Common	38M
4-4 Basswood, No. 2 Common	150M
1x6 Basswood, No. 2 Common	16M
4-4 Soft Maple, No. 2 Common and Better	78M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., September 5, 1910

DRY STOCK LIST

4-4 Ash No. 2 Common and Better	46M
4-4 Basswood No. 1 Common	80M
4-4 Basswood No. 2 Common	300M
8-4 Rock Elm	80M
4-4 Soft Maple No. 2 Common and Better	100M

OUR OWN MANUFACTURE



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
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Cypress - Yellow Pine
Oak and Poplar

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
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Consignments solicited.
Let me figure on your requirements

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
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J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

BUY
PINE AND HARDWOOD
FROM
J. J. COCHRAN, Incorporated
Established at
961 PEOPLE'S GAS BUILDING

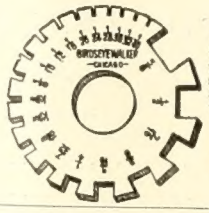
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FISHER BUILDING
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PAUL SCHMECHEL
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Telephone Canal 1355 Q. Y. Hamilton, Manager
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Office and Yard:
Throop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co.
873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
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Mills at Falcon, Miss.


A VENEER GAUGE
Answers that oft repeated query: "I wonder how thick this is"? Gauges instantly any thickness from 1-40 inch to 5-8 inch inclusive. Made of best steel,—can't wear out. Fixed price $1.98. For sale exclusively by the inventor. Sent on 10 days' approval.
BIRD'S EYE WALKER
Dept. "C" CHICAGO

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
FOLLOWING STOCK READY FOR SHIPMENT

50,000 ft. 4/4 Fas pl. Red Oak.
20,000 ft. 4/4 Fas pl. White Oak.
75,000 ft. 4/4 No. 1 com. pl. Red and White Oak.
40,000 ft. 4/4 No. 2 com. pl. Red and White Oak.
20,000 ft. 5/4 Fas pl. Red Oak.
10,000 ft. 5/4 Fas pl. White Oak.
30,000 ft. 5/4 No. 1 com. pl. Red and White Oak.
10,000 ft. 5/4 No. 2 com. pl. Red and White Oak.
20,000 ft. 6/4 Fas pl. Red and White Oak.
25,000 ft. 6/4 No. 1 com. pl. Red and White Oak.
10,000 ft. 10/4 Fas pl. White Oak.
40,000 ft. 12/4 Fas pl. Red and White Oak.
50,000 ft. 4/4 No. 1 com. and bet. Quartered Oak.
20,000 ft. 4/4 No. 1 com. and bet. White Ash.

Our Shipments Always on Time
WIRE ORDERS 10 WORDS OUR EXPENSE

20,000 ft. 5/4 No. 1 com. and bet. White Ash
35,000 ft. 6/4 No. 1 com. and bet. White Ash
40,000 ft. 1x13" and up Cottonwood Boxboards.
30,000 ft. 1x9" and up Cottonwood Boxboards.
20,000 ft. 1x13" and up Fas Cottonwood.
50,000 ft. 1x6" and up Fas Cottonwood.
100,000 ft. 4/4 No. 1 com. Cottonwood.
100,000 ft. 4/4 No. 2 com. Cottonwood.
100,000 ft. 5/4 No. 1 com. and bet. Cottonwood.
11,000 ft. 4/4 No. 1 com. and bet. Elm.
40,000 ft. 6/4 No. 1 com. and bet. Elm.
20,000 ft. 8/4 No. 1 com. and bet. Elm.
20,000 ft. 12/4 No. 1 com. and bet. Elm.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

COTTONWOOD, TOUGH ASH, PLAIN OAK AND ELM OUR SPECIALTIES.

Our hardwood stock aggregates over 20,000,000 feet comprising every kind of hardwood of the most desirable thicknesses, and is above the average run of grades.

Can supply any dimension or grade, and ship any quantity as required, direct from mill.

LET US FIGURE WITH YOU ON CONTRACTS FOR IMMEDIATE OR FUTURE DELIVERY.

Hall & Sisson Lumber Company

218 La Salle Street, Chicago, Ill.

(Mills at Annadel, Tenn.)

Manufacturers of and Dealers in Southern Hardwoods

Car Dimension Stock a Specialty. We Buy Dimension Oak
We Offer for Sale a Full Line of Oak, Poplar and Southern White Pine
Inquiries Solicited

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

We will buy at the market less a fair Jobber's discount

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

POPLAR

2 cars 4x14 to 17 in. 14 ft. and longer Sign Boards.
5 cars 4 4x11 to 22 in. 12 ft. and longer Wagon Box Boards
1 car 5-8x18 to 21 in. 14 ft. and 16 ft., 1st and Panels.
10 cars 4-4 x average widths and lengths, No. 2 Common, (must be bright.)

WHITE ASH, Tough

2 cars 5-4 x 6 to 8 in. wide, 10 ft. and 12 ft. dry.

CHESTNUT

3 cars 5-4 x good widths, 10 to 16 ft. Sound Wormy (Cores.)
2 cars 6-4 x good widths, 10 to 16 ft. Sound Wormy (Cores.)
5 cars 8-4 x good widths, 10 to 16 ft. Sound Wormy (Cores.)

MAPLE, Hard

2 cars 8-4 describe W. & L. No. 1 Common and Better, show percentage of each grade.
3 cars 8-4 describe W. & L. No. 1 Common and Better, show percentage of each grade.
1 car 6-4 describe W. & L. No. 1 Common and Better, show percentage of each grade.

MAPLE, Soft

5 cars 4-4 describe W. & L. No. 2 Common and Better.

GUM

10 cars Red 4-4 x 6 in. and wider 12 ft., 10 to 16 ft. 1s and 2s.
10 cars Sap, 4-4 x 6 in. and wider 12 ft., 10 to 16 ft. 1s and 2s.
5 cars 6-4 x standard widths and lengths No. 2 Common.
5 cars 8-4 x 6 in. and up, standard lengths, 1s and 2s, Sap.
5 cars 6-4 x 6 in. and up, standard lengths, 1s and 2s, Sap.

RED OAK, Plain

3 cars each, 4-4 in., 5-4 in., 6-4 in., 1s and 2s, must carry 40 to 60 per cent., 14 ft. and 16 ft. lengths. Band sawed lumber preferred.

WE WANT TO SELL CAR OR CARGO LOTS OF ANY KIND OF LUMBER. IF WE ACCEPT YOUR ORDER, WILL PRODUCE THE GOODS. WRITE US.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

ESTABLISHED 1852

MEARS-SLAYTON LUMBER COMPANY

Manufacturers and Dealers in **Pine, Hemlock and Hardwood Lumber**

Main Office, 1237 Belmont Ave. CHICAGO

We have at shipping point the following cars as noted. All this stock is band sawed, cut from large timber, and widths and lengths are unusually good.

BASSWOOD: 1 car 6-4 1st and 2nd; 2 cars 6-4 No. 1 Common; 2 cars 6-4 No. 2 Common; 3 cars 8-4 No. 1 Common and Better 75% 1st and 2nd; 5 cars 5-4 1st and 2nd; 2 cars 5-4 No. 1 Common; 4 cars 4/4 1st and 2nd, 2 cars 4-4 No. 1 Common, 5 cars 5-4 No. 3 Common, 5 cars 6-4 No. 3 Common; 6 cars 4/4 No. 3 Common; 1 car 5-4 No. 2 Common.

BIRCH: Extra good lengths—2 cars 8/4 1st and 2nd; 1 car 12/4 1st and 2nd; 5 cars 5/4 No. 1 Common and Better; 4 cars 4/4 No. 1 Common and Better.

MICHIGAN GRAY ELM: Good lengths—4 cars 4/4 No. 2 Common and Better, about 25% 1st and 2nd, 1 car 6-4 No. 2 Common and Better, 50% 1st and 2nd; 3 cars 8/4 No. 2 Common and Better, 60% 1st and 2nd; 1 car 12/4 No. 1 Common and Better, 75% 1st and 2nd.

WHITE PINE: Cut full thickness, full log product—1 car 8/4 No. 3 Shop; 1 car 6/4 No. 2 Shop; 1 car 4/4 Shop; 5 cars 6/4 No. 2 Common and Better.

RED OAK: Good widths and lengths—4 cars 1" 1st and 2nd; 3 cars 1" No. 1 Common; 2 cars 10/4 and 12/4 1st and 2nd.

WESTERN WHITE PINE SHOP: Finest kind, in all thicknesses. Widths are extra good and quality is much nearer Wisconsin stock than the ordinary Western Pine.

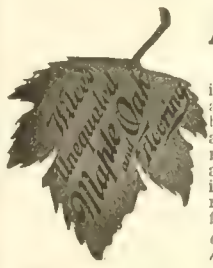
CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
1900-1910 CARROLL AVE.
CHICAGO

Estabrook-Skeele Lumber Co.
Manufacturers and dealers in
Oak, Ash, Gum, Cottonwood
Wagon Stock and Other Hardwoods
In the market for round lots of Hardwood and Wagon Stock.
Write us before selling.
Fisher Building CHICAGO

Konzen, Stumpf & Schafer Lumber Co.
Blue Island Avenue and Robey St.
DEALERS IN
HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK
Kiln-dried Lumber a Specialty



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

IT WILL PAY YOU
To investigate several choice bargains I have to offer in well selected tracts of
PINE OR HARDWOOD TIMBERLANDS
JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

Lesh & Matthews Lumber Co.
1649-50 MARQUETTE BUILDING
Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

FLANNER-STEGER LAND & LUMBER COMPANY
STEGER BLDG., CHICAGO
are desirous of moving the following stock:
350,000 ft. 5-4 Log Run Basswood, mostly 12 ft. 150,000 ft. 5-4 No. 2 Com. Basswood. 250,000 ft. 1 in. No. 1 Com. Basswood. 20,000 ft. 11 in. and wdr. No. 1 Com. Basswood. 500,000 feet 1 inch No. 1 Common Birch. 750,000 feet 1 inch No. 2 Common Birch. Maple and Birch Flooring in any quantities. Send in your inquiries.

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August
It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.
The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the lines it covers.
A well organized Collection Department is also operated and the same is open to you. Write for terms.
Lumbermen's Credit Association
ESTABLISHED 1875
1402 Great Northern Bldg. CHICAGO — Member the Bradstreet Co. — 116 Nassau Street NEW YORK CITY

Thomas Forman Company
DETROIT
MANUFACTURERS OF
Forman's Famous Flooring
OAK AND MAPLE
Faultless Grades, Perfect Milling, Quick Shipment and Reasonable Prices

LOUISVILLE THE HARDWOOD GATEWAY



PLAIN OAK, QUARTERED OAK, CHESTNUT, WALNUT, HICKORY, POPLAR, ASH, MAHOGANY.

THE PURPOSE OF THIS PAGE

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

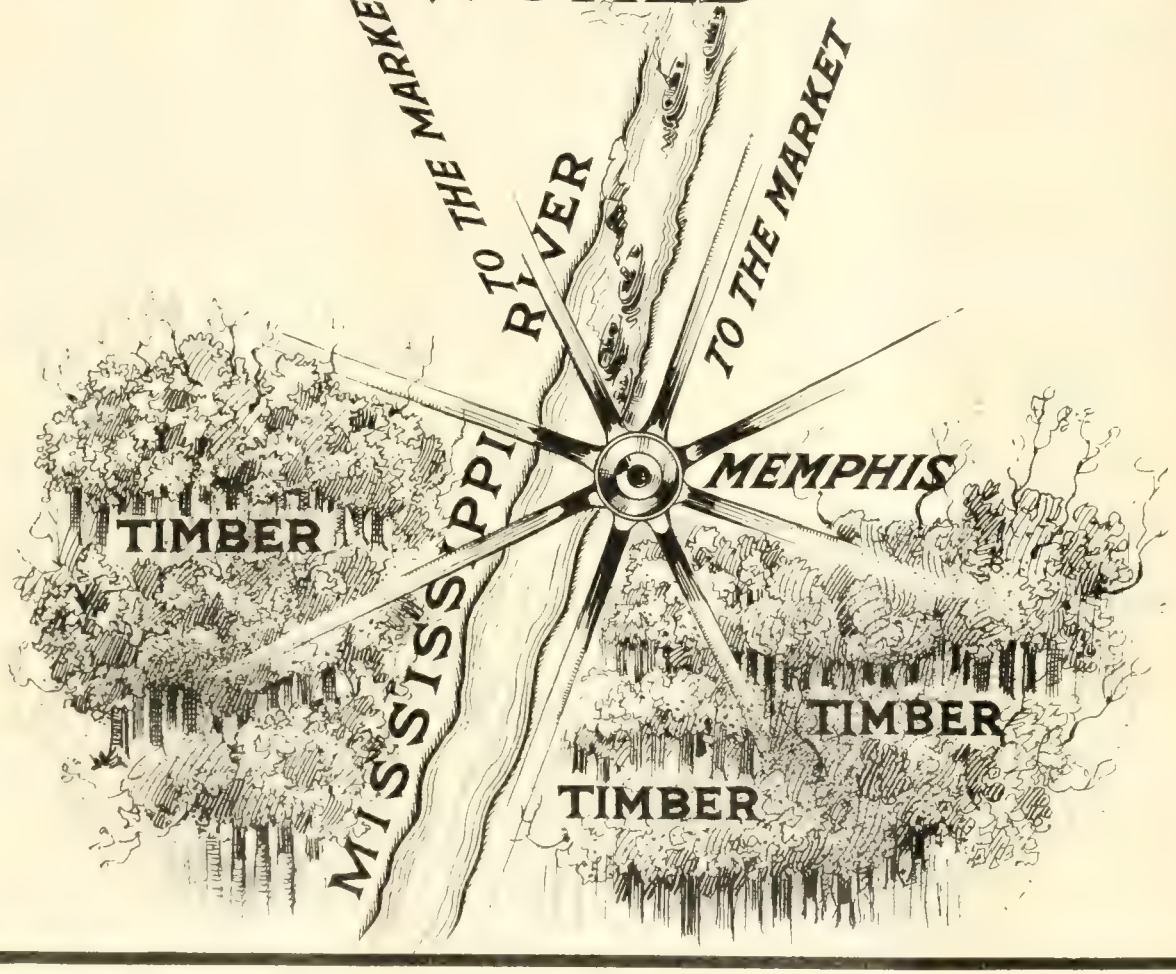
Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

PAEPCKE-LEICHT LUMBER COMPANY

COTTONWOOD

4-4 1sts and 2ds, 6 in. and up... 75,000 ft.
4-4 1sts and 2ds, 6-12 in.....150,000 ft.
4-4 No. 1 Common 4 in. and up..150,000 ft.
4-4 Box Boards, 13-17 in..... 50,000 ft.
5-4 1sts and 2ds, 6 in. and up...150,000 ft.
6-4 1sts and 2ds, 6 in. and up... 25,000 ft.

SAP GUM

4-4 Panel and wide, No. 1 21 in. and up.....50,000 ft.
4-4 Box Boards, 13-17 in..... 25,000 ft.
4-4 1sts and 2ds, 6 in. and up...150,000 ft.
5-4 1sts and 2ds, 6 in. and up...250,000 ft.
6-4 1sts and 2ds, 6 in. and up...100,000 ft.

RED GUM

4-4 1sts and 2ds..... 50,000 ft.
4-4 No. 1 Common..... 35,000 ft.
5-4 1sts and 2ds..... 35,000 ft.
5-4 No. 1 Common.....100,000 ft.
6-4 1sts and 2ds..... 25,000 ft.
6-4 No. 1 Common..... 5,000 ft.
8-4 1sts and 2ds..... 25,000 ft.
8-4 No. 1 Common..... 25,000 ft.

PLAIN RED OAK

4-4 1sts and 2ds..... 50,000 ft.
4-4 No. 1 Common..... 35,000 ft.
4-4 No. 2 Common..... 50,000 ft.
5-4 1sts and 2ds..... 25,000 ft.
6-4 1sts and 2ds..... 25,000 ft.
6-4 No. 1 Common..... 15,000 ft.

PLAIN WHITE OAK

4-4 1sts and 2ds.....50,000 ft.
4-4 No. 1 Common.....35,000 ft.
4-4 No. 2 Common..... 50,000 ft.

QUARTERED WHITE OAK

4-4 1sts and 2ds..... ... 5,000 ft.
4-4 No. 1 Common.....32,000 ft.
4-4 No. 2 Common.....35,000 ft.

CYPRESS

4-4 No. 1 and No. 2 Common... 100,000 ft.
5-4 No. 1 and No. 2 Common... 50,000 ft.

Above stock is all well manufactured—good widths and lengths. Dry. Can ship immediately.

GENERAL OFFICES: CHICAGO, ILL.

SAW MILLS AND FACTORIES:

CHICAGO, ILL., CAIRO, ILL., MARKED TREE, ARK., BLYTHEVILLE, ARK., GREENVILLE, MISS.

Lamb-Fish Lumber Co., Charleston, Mississippi

LIST OF STOCK READY FOR SHIPMENT:

10,000 ft. 5-8 in. 1st and 2ds Quartered White Oak 6 in. and up.
75,000 ft. 4-4 in. 1st and 2ds Quartered White Oak 6 in. and up.
8,000 ft. 6-4 in. 1st and 2ds Quartered White Oak 6 in. and up.
23,000 ft. 5-8 in. No. 1 Com. Quartered White Oak 4 in. and up.
25,000 ft. 4-4 in. No. 1 Com. Quartered White Oak 4 in. and up.
25,000 ft. 4-4 in. No. 2 Com. Quartered White Oak 3 in. and up.
30,000 ft. 4-4 in. Clear Quartered White Oak Strips 2½ to 5½.
30,000 ft. 4-4 in. Com. Quartered White Oak Strips 2½ to 5½.
50,000 ft. 4-4 in. 1st and 2ds Plain White Oak 6 in. and up.
10,000 ft. 10-4 in. No. 1 Com. Plain White Oak 4 in. and up.
1,000 ft. 12-4 in. No. 1 Com. Plain White Oak 4 in. and up.
50,000 ft. 4-4 in. No. 2 Com. Plain White Oak 3 in. and up.
50,000 ft. 3-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
100,000 ft. 4-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
10,000 ft. 5-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
50,000 ft. 6-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
25,000 ft. 8-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
50,000 ft. 3-4 in. No. 1 Com. Plain Red Oak 4 in. and up.
100,000 ft. 4-4 in. No. 1 Com. Plain Red Oak 4 in. and up.
15,000 ft. 8-4 in. No. 1 Com. Plain Red Oak 4 in. and up.
100,000 ft. 4-4 in. No. 3 Com. Oak 3 in. and up.
100,000 ft. 4-4 in. Sound Wormy Oak 4 in. and up.
25,000 ft. 3-8 in. 1st and 2ds Red Gum 6 in. and up.
25,000 ft. 1-2 in. 1st and 2ds Red Gum 6 in. and up.
100,000 ft. 5-8 in. 1st and 2ds Red Gum 6 in. and up.
100,000 ft. 3-4 in. 1st and 2ds Red Gum 6 in. and up.
50,000 ft. 4-4 in. 1st and 2ds Red Gum 6 in. and up.
25,000 ft. 3-8 in. No. 1 Com. Red Gum 4 in. and up.
50,000 ft. 1-2 in. No. 1 Com. Red Gum 4 in. and up.
100,000 ft. 5-8 in. No. 1 Com. Red Gum 4 in. and up.
100,000 ft. 3-4 in. No. 1 Com. Red Gum 4 in. and up.
100,000 ft. 4-4 in. No. 1 Com. Red Gum 4 in. and up.
30,000 ft. 5-4 in. No. 1 Com. Red Gum 4 in. and up.
10,000 ft. 6-4 in. No. 1 Com. Red Gum 4 in. and up.
50,000 ft. 4-4 in. No. 2 Com. Red Gum 3 in. and up.
20,000 ft. 6-4 in. Com. and Better Red Gum 4 in. and up.
20,000 ft. 8-4 in. Com. and Better Red Gum 4 in. and up.
30,000 ft. 5-8 in. 1st and 2ds Sap Gum 6 in. and up.
300,000 ft. 4-4 in. 1st and 2ds Sap Gum 6 in. and up.
30,000 ft. 5-4 in. 1st and 2ds Sap Gum 6 in. and up.
100,000 ft. 6-4 in. 1st and 2ds Sap Gum 6 in. and up.
50,000 ft. 3-8 in. No. 1 Com. Sap Gum 4 in. and up.
75,000 ft. 1-2 in. No. 1 Com. Sap Gum 4 in. and up.
50,000 ft. 3-4 in. No. 1 Com. Sap Gum 4 in. and up.
15,000 ft. 5-4 in. No. 1 Com. Sap Gum 4 in. and up.
15,000 ft. 6-4 in. No. 1 Com. Sap Gum 4 in. and up.
200,000 ft. 4-4 in. No. 2 Com. Sap Gun 3 in. and up.
25,000 ft. 5-4 in. No. 2 Com. Sap Gum 3 in. and up.
15,000 ft. 6-4 in. No. 2 Com. Sap Gum 3 in. and up.
100,000 ft. 4-4 in. No. 3 Com. Sap Gum 3 in. and up.
25,000 ft. 5-4 in. No. 3 Com. Sap Gum 3 in. and up.
30,000 ft. 4-4 in. 1st and 2ds White Ash 6 in. and up
11,000 ft. 6-4 in. 1st and 2ds White Ash 6 in. and up
15,000 ft. 8-4 in. 1st and 2ds White Ash 6 in. and up
30,000 ft. 4-4 in. No. 1Com. White Ash 4 in. and up
12,000 ft. 8-4 in. No. 1 Com. White Ash 4 in. and up.
12,000 ft. 4-4 in. 1st and 2ds Yellow Cypress 8 in. and up
15,000 ft. 4-4 in. Selects Yellow Cypress 7 in. and up
10,000 ft. 6-4 in. Selects Yellow Cypress 7 in. and up
25,000 ft. 4-4 in. Shop Yellow Cypress 5 in. and up
35,000 ft. 4-4 in. No. 1 Com. Yellow Cypress 3 in. and up
50,000 ft. 8-4 in. No. 1 Com. Yellow Cypress 3 in. and up
25,000 ft. 8-4 in. No. 2 Com. Yellow Cypress 3 in. and up
30,000 ft. 4-4 in. Log Run Tupelo Gum
14,000 ft. 4-4 in. Log Run Cottonwood

GOOD GRADES

BAND SAWN AND EQUALIZED

GUM, COTTONWOOD, ASH, RED AND WHITE, PLAIN AND QUARTERED OAK

8 cars 4-4 1st and 2d Plain Red Oak
12 " 4-4 No. 1 Common Plain Red Oak
4 " 8-4 1st and 2d Plain Red Oak
7 " 8-4 No. 1 Common Plain Red Oak
2 " 4-4 1st and 2d Quartered Red Oak
2 cars 4-4 No. 1 Common Quartered Red Oak
4 " 4-4x22 in. and up No. 1 and Panel Gum
3 " 5-4x6 in. and up 1st and 2d Sap Gum
8 " 6-4x6 in. and up 1st and 2d Sap Gum
2 " 8-4x6 in. and up 1st and 2d Sap Gum
10 cars 4-4 No. 3 Common Plain Oak

We are anxious to move the above items.

ANDERSON-TULLY COMPANY,

HARDWOOD LUMBER

MEMPHIS, TENN.

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM

4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK

4-4 1s and 2s.....26,323 Feet
7-4 1s and 2s.....1,300 Feet
8-4 1s and 2s.....890 Feet
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK

4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Fee

PLAIN RED AND WHITE OAK

4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK

4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK

4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH

4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS

6-4 Log Run Soft Elm....56,986 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Maple.....11,534 Feet

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building — Memphis, Tennessee

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

273,615 ft. 4/4 Qtd. White Oak.
43,403 ft. 5/4 Qtd. White Oak.
8,000 ft. 5/4 10in. and up 1 and 2s Qtd. White Oak
5,000 ft. 4/4 10in. and up 1 and 2s Qtd. White Oak
1,500 ft. 6/4 Qtd. White Oak.
35,000 ft. 2½in. to 4½in. Qtd. White Oak Strips.
30,000 ft. 4/4 to 10/4 Qtd. Red Oak.
16,131 ft. 3/4 Qtd. Red Oak.
202,701 ft. 4/4 to 8/4 Plain Red Oak.
166,953 ft. 4/4 to 8/4 Plain White Oak.
135,031 ft. 4/4 to 16/4 Ash.
58,325 ft. 4/4 Poplar.
26,784 ft. 5/4 Poplar.
Two cars 6/4 Log Run Soft Elm.
One car 6/4 Log Run Rock Elm.
One car 3in. Com. and Btr. Elm.
One car 4/4 Log Run Soft Elm.
1,000 ft. 2 inch Gum, on grade.
100,000 ft. 1 inch Gum, on grade.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JAMES E. STARK & CO.

MEMPHIS, - - - - TENNESSEE

Wholesale Hardwood Lumber
Oak Flooring **Sawed Veneers**

We want to move quick the following bone dry Soft Yellow Cypress. Write us for prices.

11,000 feet 2-inch 1st and 2d.
60,000 feet 2-inch Select.
12,000 feet 2-inch Shop.
22,000 feet 1-inch 1st and 2d.
70,000 feet 1-inch Select.
40,000 feet 1-inch Shop.
13,000 feet inch Common.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

Florence Pump & Lumber Co.

INCORPORATED

Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

FRANK MAY RALPH MAY

MAY BROTHERS

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

MAIN OFFICE
MEMPHIS, TENNESSEE

MILLS (MEMPHIS, TENN.
(DUMAS, ARK.

W. E. Mossman, Pres. W. C. Douglass, Vice-Pres.
F. G. Smith, Sec. and Treas.

The Mossman Lumber Co.

Manufacturers and Wholesalers of All Kinds of Hardwood Lumber

Quartered White Oak and Yellow Poplar Specialties

Office: Cor. Moorehead Ave. and Belt Railway **Memphis, Tennessee**

George C. Brown & Co.

INCORPORATED

Manufacturers and Wholesale Dealers in
SOUTHERN HARDWOODS

We Make a Specialty of Tennessee Red Cedar

HOME OFFICE: **Memphis, Tenn.**

MILLS: Franklin, N. C. and Watson, Ark.

DISTRIBUTING YARDS: Memphis, Tenn., and Cincinnati, Ohio.

Owen Moffett Wm. H. Bowman James V. Rush

MOFFETT, BOWMAN & RUSH

Manufacturers and Dealers

HARDWOOD LUMBER

OAK, ASH, POPLAR, GUM, CYPRESS, Etc.

YARDS: Florida St. & Fay Ave. **MEMPHIS, TENN.** MILL: Fay Ave. and Y. & M. V. R. R

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK

40,000 ft. 4/4 1 and 2, 50,000 ft. 4/4 No. 1 common; 20,000 ft. 4/4 No. 1 common strips.

PLAIN RED OAK

45,000 ft. 4/4 1 and 2, 12,000 ft. 4/4 No. 1 common, 100,000 ft. 4/4 No. 2 common, 12,000 ft. 5/4 1 and 2, 3,000 ft. 5/4 No. 1 common.

SAP GUM

150,000 ft. 4/4 box boards, 13" to 17" wide, dry, 100,000 ft. 4/4 No. 1 common, 200,000 ft. 4/4 No. 2 common, 22,000 ft. 5/4 1 and 2.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

E. SONDHEIMER CO.'S BARGAIN LIST

If you are in need of any of the lumber listed below, we can make you very close prices on same as we are anxious to reduce our stock on these items.

400,000 ft. 4-4 in. No. 1 Com. Plain White Oak.
150,000 ft. 4-4 in. No. 1 Com. White Ash.
200,000 ft. 5-4 in. No. 1 Com. White Ash.
70,000 ft. 6-4 in. No. 2 Com. White Ash.
150,000 ft. 6-4 in. 1s and 2s Cypress.
200,000 ft. 6-4 in. Select Cypress.
300,000 ft. 4-4 in. No. 1 Com. Cypress.
150,000 ft. 6-4 in. No. 1 Com. Cypress.
100,000 ft. 8-4 in. No. 1 Com. Cypress.
200,000 ft. 4-4 in. 1s and 2s Sap Gum.
200,000 ft. 6-4 in. No. 1 Com. Sap Gum.
100,000 ft. 6-4 in. No. 2 Com. Cottonwood.
150,000 ft. 5-4 in. No. 1 Com. Gum.

E. SONDHEIMER COMPANY, MEMPHIS, TENN.

DARNELL-TAENZER LUMBER COMPANY

MEMPHIS, TENN.

Manufacturers and Dealers in High Grade

HARDWOOD LUMBER

WE WANT TO SELL

180,000 ft. 3-8 Common Plain Red Oak

(Two Years Dry)

J. W. Thompson Lumber Company

MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

S. C. MAJOR LUMBER CO.

W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES

PLAIN AND QUARTERED OAK, ASH AND POPLAR

SAWED VENEER

We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

Goodlander-Robertson Lumber Co.

MEMPHIS, TENN.

POPLAR
OAK
HICKORY
ASH

AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries

MILLER LUMBER CO.

Marianna, Ark.

Manufacturers of and Dealers in

All Kinds of Hardwood Lumber

BOX SHOOKS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

FOR IMMEDIATE SHIPMENT

We offer the following Band Sawed Stock:

1 car 5-8 in. 1st and 2d Quartered White Oak.
1 car 5-8 in. No. 1 Common Quartered White Oak.
5 cars 4-4 in. 1st and 2d Quartered White Oak.
15 cars 4-4 in. No. 1 Common Quartered White Oak.
3 cars 4-4 in. No. 2 Common Quartered White Oak.
1 car 4-4 in. Clear Quartered White Oak Strips, 1½ in. to 2 in. wide.
3 cars 4-4 in. Com. Quartered White Oak Strips, 2½ in. to 5¼ in. wide.
1 car Scant 4-4 in. Common and Better Quartered White Oak.
1 car 4-4 in. No. 1 Common Quartered Red Oak.
1 car Scant 4-4 in. Common and Better Quartered Red Oak.
2 cars 3-4 in. No. 1 Common Plain Red Oak.
3 cars 4-4 in. No. 1 Common Plain Red Oak.
1 car 4-4 in. No. 2 Common Plain Red Oak.
10 cars 4-4 in. Mill Cull Oak.
1 car 4-4 in. 1st and 2d Cottonwood, 6 in. and up wide.
1 car 4-4 in. No. 1 Common Cottonwood.
1 car 4-4 in. No. 2 Common Cottonwood.
1 car 4-4 in. No. 3 Common Cottonwood.
1 car 4-4 in. Common and Better Quartered Sycamore.
1 car 8-4 in. Common and Better Elm.

MEMPHIS SAW MILL COMPANY, Memphis, Tennessee

D. W. BAIRD LUMBER COMPANY

TENNESSEE TRUST BUILDING
MEMPHIS, TENNESSEE

Manufacturers' Agents and Wholesalers

100 M. ft. 4/4 1st and 2d Qtr. White Oak.
125 M. ft. 4/4 No. 1 Common Qtr. White Oak.
25 M. ft. 4/4 No. 2 Common Qtr. White Oak.
25 M. ft. 4/4x10" and wider, 1st and 2d Qtr. White Oak.
75 M. ft. 4/4 1st and 2d Qtr. Red Oak.
80 M. ft. 4/4 No. 1 Common Qtr. Red Oak.
12 M. ft. 4/4 No. 2 Common Qtr. Red Oak.
15 M. ft. 4/4x10" and wider 1st and 2d Qtr. Red Oak.
35 M. ft. 4/4 1st and 2d Plain Red Oak.
250 M. ft. 4/4 No. 1 Common Plain Red Oak.
70 M. ft. 4/4 No. 2 Common Plain Red Oak.
25 M. ft. 4/4 1st and 2d Plain White Oak.
150 M. ft. 4/4 No. 1 Common Plain White Oak.
30 M. ft. 4/4 No. 2 Common Plain White Oak.
500 M. ft. 4/4 No. 3 Common Plain Red and White Oak.
50 M. ft. 5/4 No. 1 Common Ash.
110 M. ft. 5/4 No. 2 Common Ash.
50 M. ft. 4/4—13 to 17" Gum Box Boards.
100 M. ft. 4/4—9 and 10" Cottonwood Box Boards.
100 M. ft. 4/4—18 to 21 and 22" and up Cottonwood Panel.
500 M. ft. 4/4 No. 1 Common Cottonwood.
35 M. ft. 4/4 No. 1 Common and Better Qtr. Sycamore.
60 M. ft. 4/4 1st and 2d Plain Sycamore.
100 M. ft. 4/4 No. 1 Common Plain Sycamore.
100 M. ft. 4/4 1st and 2d Cypress.
50 M. ft. 4/4 Select Cypress.
150 M. ft. 4/4 No. 1 Shop Cypress.
50 M. ft. 4/4 No. 1 Common Cypress.
30 M. ft. 4/4 No. 2 Common Cypress.
45 M. ft. 4/4 Pecky Cypress.

We solicit your inquiries on anything you might require in Plain and Quartered Red and White Oak, Ash, Red Gum, Sap Gum, Poplar, Cottonwood, Sycamore, Red Cypress, Yellow Cypress, Elm, and Maple, all grades and thicknesses. We sell the outputs of Four Band Saw Mills in Missouri, Arkansas, Louisiana and Mississippi, shipping our lumber direct from mill to the trade.

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

GAYOSO LUMBER COMPANY

Manufacturers of
HARDWOOD LUMBER
Oak, Ash, Poplar, Cum, Cottonwood, Cypress, Hickory
SPECIALTY: SOFT ELM
MEMPHIS, - TENNESSEE

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in
HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

The Freiberg Lumber Co.

Manufacturers of

Tabasco and African Mahogany
Quartered Oak and Walnut Lumber

SLICED AND SAWN VENEERS

McLEAN AVE. AND POPLAR ST. CINCINNATI, O.

The Roy Lumber Company

Manufacturers and Wholesalers

HARDWOODS

POPLAR A SPECIALTY

504 PROVIDENT BANK BLDG. **CINCINNATI, O.**

DRY OAK

THE DEMAND IS GOOD WE HAVE THE STOCK

LOOK AT THE LIST

9 M feet 3-4 1s and 2s Plain White Oak
50 M feet 4-4 1s and 2s Plain White Oak
25 M feet 4-4 1s and 2s Plain Red Oak.
30 M feet 5-4 1s and 2s Plain White and Red Oak.
15 M feet 6-4 1s and 2s Plain White and Red Oak.
5 M feet 8-4 1s and 2s Plain White and Red Oak.
10 M feet 10-4 1s and 2s Plain White and Red Oak.
12 M feet 5-8 No. 1 Common Plain White and Red Oak.
12 M feet 3-4 No. 1 Common Plain White and Red Oak.
800 M feet 4-4 No. 1 Common Plain White and Red Oak.
75 M feet 5-4 No. 1 Common Plain White and Red Oak.
50 M feet 6-4 No. 1 Common Plain White and Red Oak.
33 M feet 8-4 No. 1 Common Plain White and Red Oak.
5 M feet 10-4 No. 1 Common Plain White and Red Oak.
50 M feet 4-4 1s and 2s Quartered White Oak.
11 M feet 5-4 1s and 2s Quartered White Oak.
7 M feet 6-4 1s and 2s Quartered White Oak.
1 M feet 8-4 1s and 2s Quartered White Oak.
½ M feet 5-8 No. 1 Common Quartered White Oak.
3 M feet 3-4 No. 1 Common Quartered White Oak.
14 M feet 1x2½ to 4½ No. 1 Common Quartered White Oak.
60 M feet 4-4 No. 1 Common Quartered White Oak.
13 M feet 5-4 No. 1 Common Quartered White Oak.
16 M feet 6-4 No. 1 Common Quartered White Oak.
18 M feet 4-4, 5-4, 6-4 No. 2 Common Qtd. White Oak.

Kentucky Lumber Co.
Cincinnati, Ohio

B. A. KIPP & CO.

HARDWOOD LUMBER

CINCINNATI, OHIO

WRITE US FOR PRICES

C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, 100,000,000 Ft.

J. W. DARLING LUMBER CO.

OUR SPECIALTIES

COTTONWOOD—RED GUM

MANUFACTURERS AND WHOLESALERS

BAND SAW HARDWOODS



CINCINNATI

THE GATEWAY OF THE SOUTH

OHIO VENEER CO.

Manufacturers of

VENEERS and thin lumber of every description

Importers of **MAHOGANY** and **FOREIGN WOODS**

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: **2624-34 Colerain Ave., Cincinnati, O.**

J. H. P. SMITH, Pres. W. E. HEYSER, V.-P.-Treas. K. F. WILLIAMS, Secy.

The Hardwood Lumber Co.

Wholesalers Southern Hardwoods

OAK, ASH, POPLAR, CHESTNUT COTTONWOOD and GUM

Write for Prices

We are the lumber purchasing department of the Buick Motor Co., and are always in the market for 18-inch and wider No. 1 and panel poplar.

Main Offices: 1401-1408 Union Trust Building

CINCINNATI, OHIO

St. James Cedar Company

HARDWOOD DEPARTMENT

Wholesale Lumber and Ties

Union Trust Building, Cincinnati, Ohio

We are in the market for 7x9 White Oak Switch Ties; 6x8-8 White Oak and Chestnut Ties and Oak Car material.

WE HAVE FOR SALE,

10 cars 5-4 Firsts and Seconds Red Oak
5 cars 5-4 No. 1 Common Red Oak
2 cars 4-4 1s and 2s Red Oak
5 cars 4-4 No. 1 Common Red Oak
5 cars 4-4 No. 2 Common Poplar
2 cars 4-4 Clear Sap Poplar

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, - OHIO

The New River Lumber Co.

Producers of

HARDWOOD LUMBER AND TIMBERS

WE HANDLE NOTHING BUT OUR OWN PRODUCT

MILLS:
Norma, Tenn.
New River, Tenn.

GENERAL OFFICE:
1620 Union Trust Bldg.
CINCINNATI

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK--ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET

CINCINNATI

RIEMEIER LUMBER CO.

Plain and Quartered

Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS:
Summer and Gest Streets,
Cincinnati, Ohio

EASTERN BRANCH:
Buffalo, N. Y.

BENNETT & WITTE

MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who Inspect and Measure their Lumber. We Ship all over the Globe

Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Wire or Write to either

Branch
Memphis, Tenn.

Main Office
Cincinnati, Ohio
222 W. 4th St.

CINCINNATI

THE GATEWAY OF THE SOUTH

MIDLAND LUMBER COMPANY

HARDWOOD
LUMBER

CINCINNATI, OHIO

SEND US YOUR INQUIRIES

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

SHAWNEE LUMBER CO.

1406 First National Bank Building, Cincinnati, Ohio

Manufacturers and Wholesalers

HARDWOODS and YELLOW PINE RAILROAD TIES

Also Manufacture White Pine and Hemlock
Poplar Bevel and Drop Siding-Ceiling and Flooring

BAND MILL — PLANING MILL — CIRCULAR MILLS
UNIFORM GRADES — PROMPT SHIPMENTS

THE FARRIN-KORN LUMBER CO.

CINCINNATI, OHIO

WE WANT TO BUY

3-8 No. 1 Common Quartered White Oak
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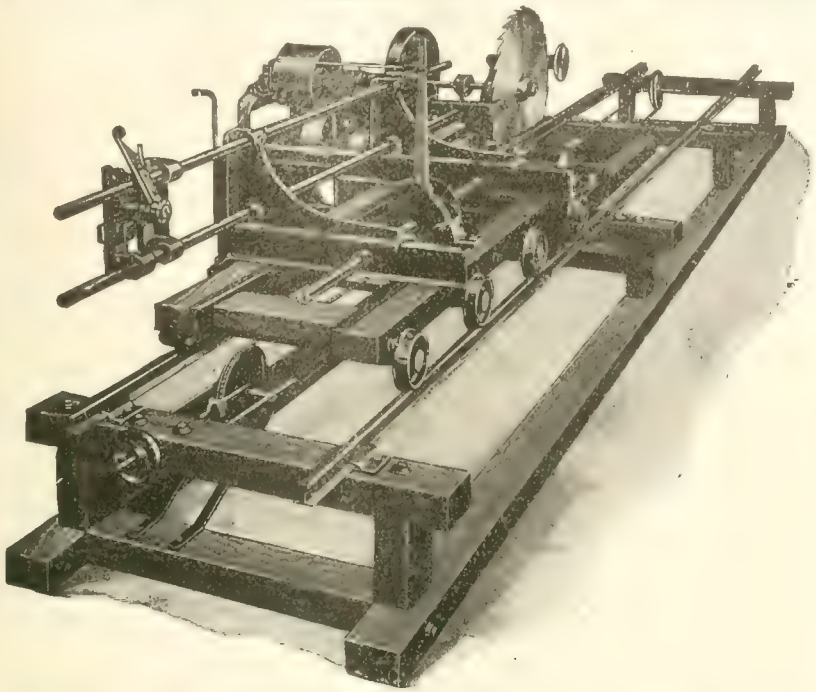
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New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

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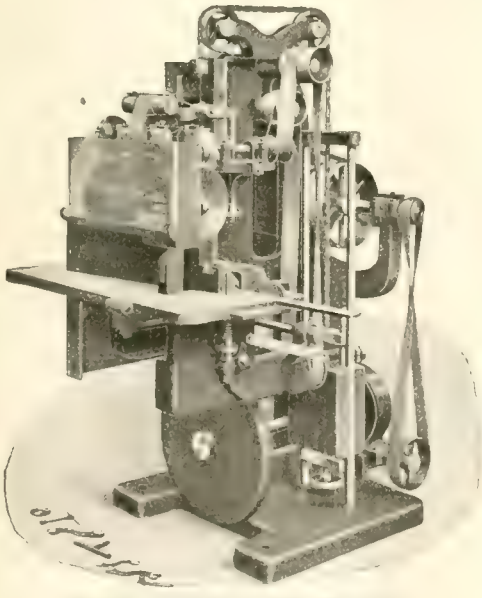
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If we could show you an END MATCHER that would Sort, Butt and End Match at the same time without turning the flooring end for end, wouldn't it be worth your while to investigate?

THE MACHINE WE HAVE REFERENCE TO IS OUR
NEW NO. 248 UNIVERSAL END MATCHER

This is a brand new machine and is recognized by experienced flooring manufacturers as the most desirable and convenient machine on the market.

The flooring is worked on edge and held in a stationary position by an automatic clamp, insuring perfectly square ends. Each piece of flooring is passed from one operator to the other as it is finished without interfering with the work of either, thus facilitating the work and keeping the tables clear at all times.

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NICE FLAKY STUFF

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4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress
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Band Mills, Complete Planing Mills and Dry Kilns

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Mixed car shipments including Oak Flooring our specialty

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About 18 cars W. Va., band sawed stock. Write for prices.

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148 Carroll Street, ST. LOUIS, MO.

Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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THE HARDWOOD COMPANY

HENRY H. GIBSON, President LOUIS L. JACQUES, Sec'y and Treas.

Sixth Floor, Ellsworth Bldg., 355 Dearborn Street, Chicago, Ill.

Telephones Harrison 8086-8087-8088

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Eastern Territory - - Jacob Holtzman, 5254 Larchwood Ave., Philadelphia, Pa.
Northern Territory - - - E. W. Meeker, 355 Dearborn St., Chicago, Ill.
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General Market Conditions

In the aggregate the volume of hardwood business throughout the chief commercial centers of the United States is large at the present writing. However, there is an absolute paucity of big orders, the aggregate being made up of a multitude of small orders. There are absolutely no speculative purchases being made, but only buying to take care of immediate actual requirements. Buyers seem to be inclined to let manufacturers and jobbers do most of the capitalizing on lumber stocks. This situation does not hinge on a belief that prices will be lower, but on the fact that the average remanufacturer of hardwoods prefers to hold his obligations down to the minimum.

Generally speaking, desirable stocks in first hands are very short, and very few manufacturers or jobbers have a surplus of any desirable items. Values stand up to high range except in a few instances. There is a little shading in some quarters on plain oak. Prices, for instance, on firsts and seconds plain oak in the Chicago market range from $46 to $50 per thousand.

Recently there have been some concessions made in the price of quartered white oak. There has been some little shading made in basswood prices also. Firsts and seconds red and sap gum seem to be showing an accretion in price, and there is a manifest shortage, especially in firsts and seconds red. There is a good deal of substitution going on in many lines of remanufacture, and red gum and tupelo gum seem to be increasing in demand.

Flooring factories seem to be fairly busy, and the prospects indicate a good volume of business throughout the fall and winter.

Interior finish and door people are enjoying a good trade, and there is an especially strong demand for oak, gum and birch doors and finish.

The veneer factories are fairly well equipped with orders, but there is a considerable range of prices in standard material.

The hickory handle business is perhaps in better shape than it has been for several years. A good many of the smaller plants have been driven out of business on account of the paucity of profits, but right now there is a very fair demand at reasonably satisfactory prices.

There seems to be an increased call for mahogany and other foreign woods used in furniture making, and an excellent demand for figured veneers. However, prices are not showing any particular advance. As a matter of fact, plain mahogany is now being sold at as low a price as has ever been reached in the history of the trade.

On the whole, the general hardwood situation looks very well indeed, and there is no indication that there will be any accumulation of stocks or diminution of values in lumber or veneers in the immediate future.

A Lumber Traffic Meeting

The Southern Cypress Manufacturers' Association, through its secretary, George E. Watson, has issued a call for a meeting of those interested in lumber traffic affairs, to be held at the Grunewald Hotel, New Orleans, at eleven o'clock on Thursday, November 17.

In connection with this call the secretary notes that the greatest problems confronting lumbermen today have to do in one way or another with transportation. While questions of rate predominate, they are by no means the whole trouble, nor do they present the greatest difficulties. Rate matters are invariably local and can be handled satisfactorily only by those who are affected by them, whereas there are other problems of a national character, concerning which the whole shipping public is today at sea.

The secretary notes that lumber, being a commodity based upon sales made by the thousand feet and the transportation charges paid by the hundred pounds, contends with more difficulties than any other product manufactured, and heretofore there has been little concerted effort made to bring things to an equitable adjustment. Lumber claims are admittedly the hardest to handle, and the hardest of these are those pertaining to weights.

It is believed that the meeting called can outline a policy of rates with methods of weighing lumber, so that all can fight for the same thing and ultimately bring some order out of the present chaos.

It is also proposed to take up the question of simplification of tariffs, and to discuss methods of filing claims and many other problems which are almost daily before the lumbermen.

The delegates to this meeting are confined to those connected with lumber associations or companies who have the handling of claims and traffic matters in general. They should come prepared to exchange information so as to give the best there is in them for the common good. Already there are indications of a large and enthusiastic meeting which will probably last for two days.

Secretary Watson requests that he shall be promptly notified as to the prospective attendance by each individual interested.

The Veneer and Panel Situation

Veneer makers are still a good ways apart in the matter of prices. It seems to be impossible to establish anything like a logical cost basis for veneers. As an example of this situation it may be noted that, on a recent order for railroad panel stock out of one-eighth poplar, a large size, the following range of estimates was submitted to the prospective buyers: $29, $26, $24, $22.50 and $18. Beyond question, there is no reason for any such fluctuation as between the

highest and lowest price named. It is doubtful if a veneer factory, no matter how well equipped and how well located for the purchase of low-priced logs, could by any possible chance produce at a profit this large panel stock at the minimum price named, and save its bacon. Cost-accounting in the veneer business is apparently still in its infancy.

Forest Service Analysis of Values

The Forest Service report covering a record of wholesale prices on hardwoods based on actual sales during July, August and September, 1910, has just been issued. As an example of the government service deductions, the average prices received for plain white oak, firsts and seconds, are herewith appended: Boston, $57.50; New York, $52; Philadelphia, $52.25; Norfolk, $45.50; Pittsburg, $52.25; Buffalo, $53; Cincinnati, $47; Memphis, $43; St. Louis, $45.75; Chicago, $48.50; Kansas City, $47; New Orleans, $45; Minneapolis, $50.50.

Necessity of Organization to Forest Fire Protection

The officials of the United States Department of Agriculture believe that a lesson that will finally be drawn from the trying experience of the present season's disastrous forest fires is the manifest need of organization among private owners of timber to safeguard their holdings. It is pointed out that already in the Northwest, both on the Pacific coast and in Montana and Idaho, timber land owners have formed themselves into an association which assesses the members on an acreage basis for the cost of maintaining a regular patrol and fire-fighting organization. Only by getting together can private owners assure themselves protection, as fire is no respecter of boundary lines, and the man who undertakes to keep it out of his own timber will also be obliged to keep it out of his neighbor's. Wherever possible, the government forest officers coöperated with the officers put onto the field by associations and individuals, so that the employees of the government and those of private owners are counted practically as a unit in fighting a common enemy.

This coöperation is advantageous to all parties at interest, as protection of the national forests necessarily carries with it a good deal of protection of adjoining or interior holdings. The government officials allege that if private owners would shoulder a reasonable share of the burden the public would gain both through more general conservation and through relief from the necessity of paying for the protection of private timber in order to protect its own.

It is to be hoped that organizations for the protection of forest areas and for the fighting of timber fires will multiply, as it seems, based on the experience of Germany, that the tremendous loss of life and property that has prevailed during the last year is absolutely unwarranted if proper precautions are taken.

Good Housekeeping in Lumbering

The value of system and tidiness in lumber operations does not receive the attention its importance deserves at the hands of a good many operators. It is with pleasure that the RECORD gives space to the following analysis of this subject issued by U. S. Epperson & Co., of the Lumbermen's Underwriting Alliance of Kansas City, Mo. It is well worth perusal.

"Among the attributes that more than others distinguish the human family from the lower orders of animal creation, order, tidiness and love of things generally above the merely prosaic and sordid, are foremost. So when the oracle says that these things reduced to every-day practice are sources of profit as well as a solace to the souls of men, his thesis opens up various collateral branches, each in its way interesting. For instance, the writer of these lines knows of a certain sawmill lumber yard that every day in the year is as immaculately free from disorder and any trace of unsightliness in any form as that of the most fastidious housewife's parlor anywhere. The open spaces everywhere in that yard, large and small, are not only scrupulously innocent of rubbish of every conceivable sort, but they are grass-grown and as smoothly shaven as the velvety lawn of a beautiful suburban home. About that sawmill system and tidiness everywhere are uppermost.

"The men in charge of all departments of the premises are trained to regard any desecration as unpardonable, and each in his place is held responsible for its unbroken integrity. Engines, machinery and every operating accessory either shines or is clean and in its right place. Lumber piles are laid out with reference to convenience; they are run up with something like geometrical precision, and literally nowhere is there a thing to offend the eyes or jar the beholder's sence of symmetry, system and conservation. Full piles are overlaid carefully and fastened so as to safeguard them against wind, weather and sun. Not only does the absence of rubbish and all inflammable débris lessen the fire insurance rate, but the same general tendency pertaining to the cleanliness described extends to the homes of the employees and their standard of living.

"As a further sequence the men find in this all-pervading system and cleanliness an inspiration that unconsciously arouses a livelier sense of the comforts and pleasures of life. Higher conceptions of moral responsibility also follow, and instead of the stolidity and indifference and incompetency bred by squalor, discomfort, social degeneration and unsanitary conditions generally, the men and their families find life worth living, and loyal, efficient service a thing worth striving for. In every such case it logically also follows that intelligent, progressive and conscientious service commands the recognition it deserves, and at every point an order of things is set up alike profitable and pleasurable to all concerned. The particular model under review, while possibly superlative and not in every instance attainable to the same extraordinary extent, affords an example the helpful, moral and business influences of which can hardly be estimated. The subject is one fittingly to command attention and arouse tendencies away from the material shiftlessness and moral perversity occasioned and fostered by either or a combination of these influences. Few men can become habituated to the ceaseless presence of bad practices or omissions of any sort and not unconsciously or involuntarily become inoculated with them. If the head of affairs is habitually slovenly or suffers that sort of thing to go on around him, he need not be surprised to see his subordinates following his example.

"System, considered alone, is a means of conservation and of averting wasted energy, lost motion. It is doing things on lines involving the shortest cuts, the cutting off of corners and of making every stroke count to the limit. It marks the distinction between confusion and good order; the one means wasted, the other effective purpose; the one economizes, the other wastes. System, industry, intelligence, candor, cheerfulness and loyalty are some of the essentials of competent management and the best service. The means of attaining to the highest standards of management and service principally, then, consist of system, good judgment, true-heartedness and high ideals on the one hand, and appreciation, contentment and willing, intelligent loyalty on the other."

WORK

Labor is discovered to be the great, the grand conqueror, enriching and building up nations more sure than the proudest battles.

—Channing.

* * *

What is there that is illustrious that is not also attended by labor?

—Cicero.

* * *

The gods sell everything good for labor.

—Epicharmus.

* * *

Genius begins great works; labor alone finishes them.

—Joubert.

* * *

Toil and pleasure, in their natures opposite, are yet linked together in a kind of necessary connection.

Livy.

* * *

Labor is the divine law of our existence; repose is desertion and suicide.

—Mazzini.

Damages Awarded the Government

In an action for fire trespass in the Black Hills National Forest brought by the United States against the Missouri & Northwestern railroad, the government has been awarded damages not only for the loss of merchantable timber, but also for the destruction of unmerchantable young growth.

This decision is regarded as establishing a very important precedent, as it is the first time that any court has recognized what foresters call the "expectation value" of young growth as a basis for the award of damages. The amount awarded on the young growth burned is twelve dollars an acre, which was the full amount claimed by the government.

It is recognized by foresters that the cost of artificial reforestation will not always furnish a fair basis for establishing the damage to forest reproduction. Where a new growth can be expected from natural sowing of seed trees on the ground within a short time, artificial planting is an unnecessary expense. To meet such cases yield tables are prepared, by the use of which the land can be shown in terms of the final crop and the time necessary to produce it. Thus, if it is known that 10,000 feet of timber per acre can be cut once in seventy years, it is easy to calculate the value of the crop when it is ten years old, or twenty years old. This method is regularly applied in selling, condemning or establishing damages on forestry property in European countries. It is also employed in insurance, which would be impractical if there were no accepted basis for the determining of loss suffered and a reasonably accurate knowledge of the hazard involved.

A Study in Hardwood Distribution

In an interesting report made by the secretary of the Northern Hemlock & Hardwood Manufacturers' Association, covering the lumber distribution of manufacturers of Wisconsin during the last year, it is shown that nearly a third of the total hemlock output is shipped and consumed within the state of Wisconsin. The city of Chicago absorbs nineteen per cent of the output; other Illinois points a little more than nine per cent; Minnesota about eight per cent; Iowa, eight per cent; the remainder being consumed in South Dakota, Nebraska, Missouri, Indiana, Michigan, Ohio, Pennsylvania and the East. In hardwoods the distribution shows more than thirty per cent as being sold in Wisconsin; more than twenty-nine per cent in Chicago; nearly eight per cent in other Illinois points; eleven per cent in Minnesota, and the remainder is distributed in Iowa, South Dakota, Nebraska, Missouri, Indiana, lower Michigan, Ohio, and the East.

The report shows that the total shipments of members of the association during 1910, which includes perhaps seventy-five per cent of the total output of the state, will approximate 400,000,000 feet of hemlock and about 200,000,000 feet of hardwoods.

This report of lumber distribution of northern producers, taken together with the financial history of lumber operations in that region, shows conclusively the high value of local markets. The distribution of Michigan hemlock and hardwoods is similar to that of Wisconsin and very likely well towards one-half of Michigan's production is consumed within that state. On the whole the hardwoods and hemlock of these two states are what is regarded as cheap woods, comparatively, and still the operators of these states succeed in securing a better profit per thousand than manufacturers of most of the high type woods growing in sections remote from points of consumption. Lower freight rates enable northern manufacturers to market their low-grade product with profit, which today is practically impossible for the hardwood manufacturers of the South.

The situation, which is a permanent trade condition, contributes to a constant accretion of stumpage value even on indifferent woods that grow in Wisconsin and Michigan.

Another feature that tends to augment profit for northern manufacturers is the skill with which the forest offal is converted into money. Hemlock bark constitutes a considerable source of revenue. Chemical wood and cordwood are other important adjuncts to profits, and pulpwood is still another. As a matter of fact, in no region of lumber production is forest conservation—i. e., the value of the forest—practiced so closely and with such good net results as obtains in the states of Michigan and Wisconsin.

Again, hemlock stumpage lands on which very little or no value has been placed have been found to be valuable agricultural lands, and in many cases lumbermen find that they can market their stumpage lands for a good deal above the original cost of land and timber. The northern portion of Wisconsin, the upper peninsula of Michigan and the northern peninsula of Michigan are rapidly being settled by farmers who are almost uniformly successful in the growing of crops.

Cross Tie Industry in United States

Reports of the Bureau of the Census state that there was an increase of about ten per cent in the number of wooden cross-ties purchased for consumption by the steam and electric railroads in the United States in the calendar year 1909, as compared with the number purchased in 1908. In 1909 the total number of cross-ties of all kinds of wood, reported as having been purchased, was 123,754,000, costing $60,321,000 at the point of purchase, as compared with 112,463,000, costing $56,281,000, in 1908, and 153,700,000 costing $78,959,000, in 1907. The latter year does not, however, represent the true standard of comparison, as it was one of unusual railroad development. The decrease in 1908 was about 26.8 per cent, but in 1909 the balance swung back to 80.5 per cent of the 1907 record, and was, as stated, an increase of about ten per cent over 1908.

While there was considerable variation in the number of cross-ties purchased during the three years, the average cost per tie remained close to fifty cents. A significant feature is the fact that in 1909 there were 16,437,000 cross-ties reported as purchased for new track, as against 7,431,000 in 1908, and 23,557,000 in the preceding year.

The oaks continued in 1909 to lead by a wide margin all the other kinds of cross-tie material. Moreover, in the general return of the industry toward the 1907 record, owing to renewed activity in railroad extension, the oaks have come back faster than any other species. In 1907 the total number of oak cross-ties reported was 61,757,000; in 1908 it was 48,111,000, and in 1909 it was 57,132,000. During those years the proportion of oak cross-ties in the total number purchased ranged from 40 to 46 per cent. Southern pines, which numbered more than half as many as the oaks in 1907, dropped to considerably less than half in 1908 and decreased a little further in 1909. The figures are 34,215,000 in 1907; 21,529,000 in 1908, and 21,384,000 in 1909. In each year the oaks and southern pines together formed about two-thirds of the total number purchased. Douglas fir, while showing a material gain over 1908, was in 1909 still short of the number purchased in 1907, which was 14,524,000. In 1908 the total was 7,987,000, and in 1909 it was 9,068,000. From third place in the ranking order in 1907, Douglas fir dropped to fifth in 1908, but came back to third in 1909. In 1907 cedar, with 8,953,000, was fourth in rank; in 1908 it rose, with 8,172,000, to third place, displacing Douglas fir; but in 1909, with 6,778,000, it gave way to western pine, and took fifth rank. In 1907 chestnut was fifth, with 7,851,000; in 1908 fourth, with 8,074,000; and in 1909 sixth, with 6,629,000. Cypress held the sixth position, with 6,779,000 in 1907; seventh, with 3,457,000, in 1908; and seventh again, with 4,589,000, in 1909. Western pine was seventh from the top, with 5,019,000, in 1907; ninth, with 3,093,000, in 1908; and fourth, with 6,797,000, in 1909. Tamarack was eighth in rank in 1907 and 1909, but sixth in 1908. Hemlock was ninth in 1907 and 1909, but eighth in 1908. Redwood has held tenth place each year.

A marked increase is noticeable in the use of gum and beech woods. Of the former, there were 15,000 cross-ties purchased in 1907, 262,000 in 1908, and 378,000 in 1909. The total number of beech cross-ties purchased was 51,000 in 1907, 193,000 in 1908, and 195,000 in 1909.

Pert, Pertinent and Impertinent

The Prudent Toast

At the [illegible]
Let me be by [illegible]
What they are in Japan
'First the man takes a drink,
Then the drink takes a drink,
Then the drink takes the man.'

The thirst to know and understand,
A large and liberal discontent;
These are the goods in life's rich hand,
The things that are more excellent.
WILLIAM WATSON

Cleverness dwells in marble halls; genius resides in an attic.

Kismet

Jack Sprott could not get fat,
His wife could not get lean
Although they ate three meals a day
And lots of things between.
CAROLYN WELL

Joy of Living

"Live, laugh and love!" It's a world of joy
To him with a gift for dreaming!
A million fairies are spreading roses
Where dews like jewels are gleaming!
It's a mighty fine world, full of mighty fine folks,
And only the sluggard is sad!
I'm glad I'm living, I'm glad you're living,
And I'm glad that you're glad that I'm glad.
ST. PAUL DISPATCH

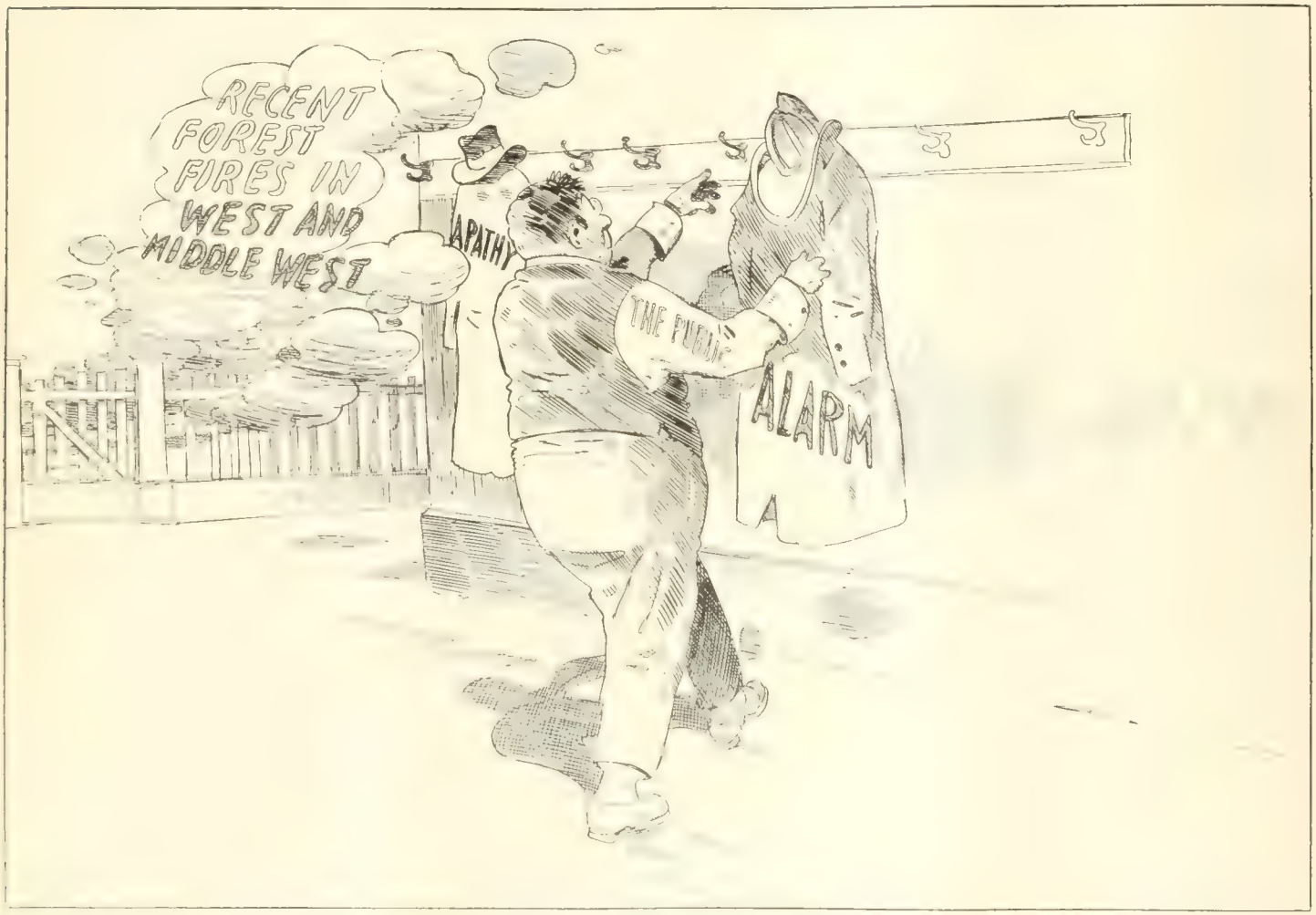
Getting Rid of Him

Heed this lesson on the way—
Springtime, or in snow:
"When the devil is to pay,
Pay him—so he'll go."

"Most people succeed not because of brains, but because they are workers. Work never kills, but worry does. Enthusiasm is the white heat which melts obstacles. The enthusiastic man tackles the hard things first. The first task for the modern business man should be to sum up and organize himself."

As a rule you can form a fairly accurate opinion of what your neighbors think of you by what they say of others.

Forest Fires



The public is at last waking up.

Jack Says

That a chestnut is the word used by [illegible] with reference to his stinginess.

That a wise woman will choose the "slow coach" in preference to the fast male.

That the woman who named her son Romeo did a quite unnecessary thing.

That a fool and his advice are soon parted.

That some one should urge the gossips to organize in favor of shorter hours.—ETHEL CLAIRE.

Keep good company and you'll be of them.

Some men's idea of success is revealed in the only two objects they have in life—to become rich and then to become richer.

You get a lot more fun out of trying to get there than out of the real thing.

When Fame and Fortune travel together Fame usually takes a back seat.

Opportunity passes behind the man who waits for it.

Sometimes a man doggedly saves his pennies and his dollars are blown in by his heirs.

The average married man's idea of frenzied finance is to get hold of a few dollars that his wife doesn't know anything about.

Our mistakes of yesterday are responsible for our worries of today.

Some men are so busy being lazy that they haven't time for anything else.

"The way of the transgressor is hard." It ought to be, after all the travel that's passed over it.

When a man tries to drown his troubles he invariably thinks his trouble is in his stomach.

Fall Meeting Michigan Hardwood Association

President C. A. Bigelow of the Michigan Hardwood Manufacturers' Association opened the regular fall session of that body at the Hotel Pontchartrain, Detroit, at ten o'clock Wednesday, October 19, with a brief speech in which he commended the members present upon their hearty support of the recent recommendations of the market conditions committee.

The first business on the calendar was the roll call, which showed an unusually full attendance, there being one or more representatives from thirty-four firms belonging to the association. Following the roll call Secretary J. C. Knox read the minutes of the last meeting and followed with his own report:

Secretary's Report

It is not the intention of the secretary to burden you with a lengthy report today, but just to touch upon a few important facts.

We wish to compliment you on the promptness your reports have reached us. We mailed stock report blanks September 24, and the morning of October 11 began printing. We believe a greater proportion of our members are reporting and keeping in close touch with our work than those of any other similar organization.

We consider the fall meeting of this association to be one of importance, for as manufacturers you want to know present conditions before making contracts for the coming winter's cut. We have a very complete stock report to present to you at this time. On account of closing so early in order to have it ready for this meeting we were compelled to print with one less member reporting on hardwoods, but with two more hemlock reports in comparison with a year ago. One additional hardwood report was received after we had gone to press but too late to have the figures included in the report. However, this would not have made any material difference in the total figures.

July 1 we prepared report of hardwood stocks sold ahead of the saw, amounting to twenty-nine and one-half million feet, with several large manufacturers reporting they had sold all they would manufacture up to January 1, 1911. This time we obtained similar data, but did not receive as many reports and only eleven million feet were reported sold ahead of the saw, consequently we did not print the figures. First, on account of insufficient time; second, because of incompleteness. We can print this report after our return to Cadillac if you so desire. Is it your pleasure that we continue to collect this information, having it ready at the same time with other reports?

Our treasurer's report will show sufficient funds to carry us through 1910, but this is the meeting at which it is customary to provide for the coming year's finances, and the directors will make recommendations to you today along this line.

This association has been invited to join with the Wisconsin and Minnesota Forestry Associations and lumbermen with a view of promulgating and guiding uniform forestry legislation that will not be detrimental to the lumber interest. Chairman Hanson of the Forestry Committee will undoubtedly make some recommendation.

Most of you are interested in the proposed advance in freight rates, and Chairman Ballou of the Railroad Committee has something to offer along this line.

We have been asked by some of our members to ascertain the amount of stocks held by the wholesalers, retailers and manufacturing consumers. As near as our office can ascertain the facts are that unusually small stocks are held by these parties. You gentlemen present perhaps can throw some light on this subject.

Chairman Odell of the Market Conditions Committee has something to offer you along the line of present conditions, which we are certain will be interesting, and you will realize that the information given has been thoughtfully and carefully prepared.

Chairman Ballou of the Special Terms of Sale Committee will also bring this subject to your attention in a special report.

The above is respectfully submitted.

J. C. KNOX, Secretary.

In the absence of Treasurer C. T. Mitchell of Cadillac Secretary Knox presented the treasurer's report, which showed a total credit of $2,354.84 and expenditures of $964.71, leaving a balance on hand of $1,113.13.

The grading rules committee, of which D. H. Day of Glen Haven is chairman, was the first regular committee to report. Mr. Day stated that nothing of material importance had occurred in his committee since the last meeting and presented no formal report. He was followed by N. Michelson, who made an appeal to the association in behalf of hemlock piece stuff. Mr. Michelson contended that, in order to make the stock uniform with southern pine and also to lessen freight rates, manufacturers should be allowed three-eighths instead of one-quarter scant on such stock. He also contended that the term "merchantable" should include No. 2 Common and better instead of No. 3 Common and better. The suggestion led up to an exhaustive discussion by the various members in which it was shown that there is more or less misunderstanding between members in different sections of the state as to the exact definition for No. 2 and No. 3 Common. The question was finally put in the form of a motion by Bruce Odell, in which he recommended that it should be submitted to the grading rules committee with a recommendation that on all hemlock piece stuff three-eighths inch scant should apply on width and one-quarter scant on thickness.

Committee on Market Conditions Reports

Bruce Odell, of Cadillac, chairman of the Market Conditions Committee, consisting of himself, D. M. Kneeland of Lewiston, John C. Ross of Bay City, G. von Platen of Boyne City, W. L. Martin of Cheboygan, F. L. Richardson of Alpena, and W. C. Hull of Traverse City, presented a report which had been carefully prepared by that committee. It reflected conditions favorable to sustained or advanced prices on many items. A large number of hardwood men in Michigan are cutting out and there is nothing to warrant the idea that next year's supply will be in excess of the present. The report was discussed by Elmer Klise of Sturgeon Bay, G. von Platen of Boyne City, Bruce Odell of Cadillac, O. A. Felger of Grand Rapids, D. B. Ward of Bay City, H. Ballou of Cadillac, F. L. Richardson of Alpena, W. P. Porter of East Jordan, and others, and was accepted and filed.

H. Ballou of Cadillac, chairman of the committee on special terms of sale, submitted to the association a novel plan for governing that question, which is embodied in the following report:

Terms of Sale Report

At present the prevailing terms of sale appear to be sixty days from date of invoice, with 2 per cent off for cash in fifteen days. We find that these terms are imposed upon in a majority of cases. Some of our leading firms report that at least 50 percent of the discount remittances run from thirteen to twenty-five days before making the discount remittance. We have had the matters up with the Northern Hemlock & Hardwood Manufacturers' Association of Wisconsin and it reports that its prevailing terms are sixty days net, 2 per cent discount in fifteen days, 1 per cent discount in third [illegible] days.

Your committee considered the matter of making terms net thirty days, but thought it would be too radical a change to propose. We have also made a study of the matter to see if a change in form would not produce better results than the present 2 per cent discount. The point at issue is that so many of our customers are not [illegible] to receive the lumber unload it and [illegible] comparisons and get their remittance [illegible] days from date of invoice. Undoubtedly a majority of them would like to deal fair in the matter, but do not like to lose the opportunity of discount even though a few days have expired. Now 2 per cent discount in fifteen days means 16 per cent annual interest from the unexpired period, 1½ per cent discount in fifteen days amounts to 12 per cent annual interest from the unexpired period. We have no disposition to criticise the results that can be obtained from discount made on the basis of 1½ per cent for fifteen days, but the trouble would be that they would overstep the bounds of remitting just as much on that basis as they would on a 2 per cent basis. We therefore propose a scheme for discounting that will enable our customers to discount at any per cent within sixty days, be it one, two, three, twenty or thirty days from the date of the invoice, and they will not have anything that will give them any excuse for discounting contrary to the adopted scheme. The terms we propose are as follows:

This invoice is due sixty days from its date. If discount is taken we will allow [illegible] per cent annual interest from date remittance is made. These terms to apply on all hemlock and hardwood sales in the state except for cargo shipments, which we understand are now well established at thirty days net from date of shipment.

We respectfully recommend that the secretary submit the proposed terms of sale to every member of this association for his signature and approval and that he submit to the [illegible] at the next meeting the names of the members approving them, and if sufficient number of members approve of this scheme that this association fix a date at which the same shall go into effect.

Mr. Ballou's recommendations met with the hearty support of the entire attendance, and in a speech following the reading President Bigelow recommended the adoption of better terms of sale in behalf of both manufacturers and consumers.

Manager Leonard Bronson of the National Lumber Manufacturers' Association suggested that, as far as he knew, the plan had never before been attempted in any quarter, and spoke most favorably of its possibilities. Mr. Bronson was of the opinion that terms of sale have been more or less a local question, and he said he believed that the only good terms are those which recognize an average time of delivery. The formal acceptance of the report followed.

Just before the adjournment for the noon recess A. L. Holmes, chairman of the Transportation Committee of the Detroit Board of Commerce gave a brief resumé of the fight of allied industries of Michigan against the new ruling on the question of demurrage. Mr. Holmes' remarks are generally embodied in a letter printed under the report of the Railroad Committee.

AFTERNOON SESSION

The meeting reconvened at about two-thirty, President Bigelow opening the session with an appeal to the members personally, in behalf of the Yale Forestry School Fund, which now lacks $2,000 of the required $100,000. If the lumbermen of the country will contribute to this cause the latter sum, there will be raised from outside sources an additional $200,000 to go for the same purpose, but conditional upon the ability of the lumbermen to contribute their share. Contributions should be forwarded to Edward Hines of Chicago.

The association had as a guest W. C. Landon of Wausau, Wis., president of the Northern Hemlock & Hardwood Manufacturers' Association. Responding to President Bigelow's

request for a short talk, Mr. Landon said he was impressed by the fact that the two associations [illegible] close accord as they should for the betterment of all parties concerned. As an example, he stated that in the case of the allowable thickness of dressed hemlock the Michigan association placed the figure at 1¾ inches, while in Wisconsin it is 1⅝ inches. He endorsed the ⅛-inch scant and went on to say that it was his belief that No. 3 Common hemlock in Wisconsin is the same as cull in Michigan. In speaking of the suggestions for new terms of sale advocated by Mr. Ballou, Mr. Landon stated that it is his belief that the articles suggested are along the right lines and will undoubtedly redound to the benefit of every manufacturer, and will place the responsibility on the buyer. He believes it should become a national question before the lumber interests in all quarters of the country. The stocks on hand in Wisconsin, according to his figures, are about normal, with low grades in hemlock and hardwoods light and selling low. However, the box-making industry is in a decidedly healthy condition and is improving, which will undoubtedly be responsible for a decided cutting down of the surplus. It is Mr. Landon's opinion that there will be less logs cut in Wisconsin this year than last, though the necessity for logging over the fire-burned section will contribute much unlooked-for material.

Report of Railroad Committee

H. Ballou, chairman of the Railroad Committee, divided his report into three sections. Under the first he considered the question of advance in rates to the Pacific coast from Memphis, Chicago, and Michigan and Wisconsin points. The report on this topic is embodied in the following letter addressed to him from Secretary J. C. Knox:

LETTER ON PACIFIC COAST RATE ADVANCE

I have received information from Secretary Knox of the Wisconsin association, to the effect that the Interstate Commerce Commission has vacated its order restraining the railroads from putting into effect on lumber, cut stone, etc., from Memphis, Chicago, Wisconsin and upper Michigan territories to Pacific coast terminals, and has also [illegible] to proceed in the advance of their rates. They have therefore issued supplements to their tariffs advancing the lumber rate to 85 cents from these territories to the Pacific coast. This places the lower Michigan shippers on the same relative basis, but the rate is exorbitant and [illegible] to exceed 75 cents from the territories. It is a fact that the east-bound rate on [illegible] the Pacific coast into Michigan is [illegible] based on 60 cents to Chicago, plus local from Chicago, which to Cadillac, Grand Rapids and other points makes a 68- or 69-cent rate. The question is, should the lower Michigan manufacturers join with the other territories interested in demanding the 75-cent rate? As yet we have [illegible]

After reading the letter Mr. Ballou put the question to the association as to whether they should or should not protest against the eighty-five cent rate to the coast. He contended that, inasmuch as the Michigan association has now entered a protest against being compelled to pay the eighty-five cent rate while the other three shipping territories mentioned enjoy a rate of seventy-five cents, that case would be materially strengthened by an additional protest as suggested.

Under the second clause Mr. Ballou read another letter from Secretary Knox as to rates to and from Ohio points. The speaker also recommended a protest against this advance.

The third matter placed before the attention of the association in the report of this committee was in the form of a letter previously referred to, outlining the campaign of the Detroit Board of Commerce against the new demurrage regulations. The letter is as follows:

LETTER ON [illegible]

[illegible] plaint was filed with the Michigan railroad commission asking it to revise the then existing demurrage rules. This complaint was continued from time to time and a great many lumbermen turers and shippers were heard on it, and, finally, the commission, in the fall of 1909, issued a new set of rules covering both interstate and intrastate traffic. They based these rules on their construction of the railroad commission act of Michigan, which they understood to give them power to make such rules on all traffic.

While they were considering these rules an organization of railroad commissioners of all the different states, through a committee headed by Mr. Lane, of the Interstate Commerce Commission, devised a uniform set of demurrage rules. They held several meetings in Washington, and at these meetings Hal H. Smith, representing the shippers of Michigan, presented the demands of the Michigan industries for a continuance of the average time agreements and free time periods as they had been in existence in this state for a good many years. The proposed uniform rules changed the free time on many commodities from seventy-two to forty-eight hours and in place of a maximum of seventy-two hours substituted a maximum of forty-eight hours. The railroads, at these hearings, insisted that all free time should be reduced to the level of forty-eight hours; that free time for reconsignment should be cut down; the average time agreement wiped out, and that many other radical changes should be made.

Briefs were filed for the Michigan shippers and this committee, after some time, reported a new set of rules to the Interstate Commerce Commission in which they did make very substantial changes, so far as Michigan shippers were concerned; reducing free time to practically forty-eight hours; modifying the average time agreement in many particulars, and changing other important rules. The Interstate Commerce Commission afterward recommended that the report of this committee be adopted by all state commissions, but the Michigan commission refused to adopt them and insisted on the rules they had promulgated.

The railroads, however, accepted the rules so recommended by the uniform committee and filed their tariffs with the Interstate Commerce Commission to put such rules in effect. These matters created unfortunate confusion and the railroads finally determined to bring the question to the attention of the courts and filed two bills of complaint in the Wayne circuit court. The first of these raised the question whether the commission had the right to make any rules governing interstate traffic and the second raised the question as to the reasonableness of the rules.

In the first case answers were filed and the matter was brought on to be heard. The railroads contended not only that the Michigan commission could not make rules governing Michigan traffic, but could not make any rules whatsoever, and the question presented to the court was that the commission had no right to make rules governing any sort of traffic. The Wayne circuit court decided that the commission could make rules governing any traffic and the supreme court has now decided if we read the opinion correctly, that the Michigan commission's authority to make rules must be limited, under the present statute, on traffic which has moved or is about to be moved solely between points in Michigan. The decision is based on the technical wording of the act, which the court believes, restrains the authority of the commission in this regard.

The court does not pass on the right of the commission, were it so empowered by the legislature, to make rules applicable to interstate as well as to state traffic.

This resume brings the matter down to the present date. At this time the Michigan Railroad Commission's rules, which are satisfactory to the shippers and, as we are informed, to the railroads, are in effect on all state traffic. The so-called uniform rules, much more stringent as to shippers, are applicable on interstate traffic, any if the law be strictly carried out every shipper must pay to the railroads such demurrage as would have accrued on shipments on interstate traffic since the first of last May. This will amount to a considerable sum. For instance, if during that time you have a commodity on which you are entitled to have used three days' free time you will have to pay one day's demurrage, since the uniform rules allow only two days. If, again, during that time you have used from four to five days on reconsignment of coal you will have to pay four days' demurrage, as the uniform rules limit this privilege to one day. These are examples, but not the only examples, of the effect of the operation of these rules.

It is therefore necessary that some immediate action be taken to protect the shippers from the enforcement of the uniform rules and the collection of the demurrage above referred to. This will necessitate action before the Interstate Commerce Commission, before the courts and before the legislature, to secure the amendment of the present law so that the railroad commission will clearly have authority to make the necessary rules.

In the decision of our court the rules of the Interstate Commerce Commission are put automatically in effect on interstate business and the railroads are justified in immediately beginning the collection of their demurrage charges under these rules. Immediate action is therefore necessary to protect shippers.

Mr. Ballou recommended that the association appropriate $100 to assist in the fight.

One of the most interesting discussions of the day followed President Bigelow's suggestion as to the advisability of establishing a delivered price list from a specific basing point. The discussion proved that such a plan would not in any way work against the members, individually or collectively; that they would not be prohibited from bidding for business at any point whatsoever. The plan is not to change prices, but merely to enable the members to ascertain in an instant the actual delivered cost of lumber from such a basing point to any other point, using rates of freight as a basis for figuring. This does not mean that shippers would have to cut their price to meet such a figure; they would merely be able to tell from these tables whether or not they could afford to bid on shipments to various points. The suggestion of the president will undoubtedly take more concrete form in the course of time, as this is the principle upon which shipments are based in all sections of the country.

Chairman R. Hanson of Bay City had no formal report from the Forestry Committee. The question of representation at the coming Lake States Forest Fire Conference, which is to take place in St. Paul in the early part of December, was taken up by the president. A letter from J. E. Rhodes, president of the Minnesota Forestry Association, advised the members present that the Minnesota State Forestry Board and the Minnesota Forestry Association are the sponsors for the proposed conference. Mr. Landon said that the meeting should be considered not as a purely theoretical proposition, but in the light that there is now pending an immense amount of forest fire legislation, which, unless it is properly supervised and supported by the lumber fraternity, will undoubtedly result in many regulations which will be not only burdensome in the extreme, but without any practical value whatever. It is with the idea of preventing such action that the conference is to be called. A motion that the matter be referred to the Forestry Committee with power to act was duly seconded and passed. President Bigelow in-

structed Chairman Hanson of that committee to select two other members to represent the association at St. Paul.

This concluded the regular business and was followed by the motion to adjourn.

The following is the list of those present:

The Attendance

A. F. Anderson, South Boardman; A. F. Anderson.
H. Ballou, Cadillac; Cobbs & Mitchell, Inc., Mitchell Bros., Inc., Mitchell Bros. Co.
C. A. Bigelow, Bay City; Kneeland Bigelow Co.; Kneeland-Buell-Bigelow Co.
W. E. Brownlee, Detroit; Brownlee-Kelly Co.
R. J. Clark, Sault Ste. Marie, Peninsula Bark & Lbr. Co.
W. T. Culver, Ludington, Stearns Salt & Lbr. Co.
D. H. Day, Glen Haven; D. H. Day.
O. A. Felger, Grand Rapids; Hackley Phelps-Bonnell Co.
Bruce Green, Cadillac; Williams Bros. Co.
R. Hanson, Grayling; Salling-Hanson Co.
T. W. Hanson, Grayling; R. Hanson & Sons.
O. S. Hawes, Detroit; Salling-Hanson Co.
W. C. Hull, Traverse City; Oval Wood Dish Co., The Smith & Hull Co.
W. K. Jackson, Pellston; Jackson & Tindle.
Robert H. Jenks, Raber; Cleveland Land & Timber Co.
F. A. Kimball, Alpena; Churchill Lbr. Co.
Elmer Klise, Sturgeon Bay; A. B. K[illegible] Co.
O. L. Larson, Manistee; Buckley & Douglas Lbr. Co.
N. M. Langdon, Mancelona; Antrim Iron Co.
George B. Loud, Au Sable; H. M. Loud's Sons Co.
W. L. Martin, Cheboygan; Embury-Martin Lbr. Co.
F. L. Michelson, Sailing; L. Jensen, Jo[illegible]burg Mfg. Co., N. Michelson Lbr. Co.
F. L. Richardson, Alpena; Richardson Lbr. Co.
J. R. Myers, Bay City; Richardson Lbr. Co.
Bruce Odell, Cadillac; Cummer-Diggins Co.
M. D. Olds, Cheboygan; M. D. Olds.
W. P. Porter, East Jordan; East Jordan Lbr. Co.
R. H. Rayburn, Alpena; Island Mill Lbr. Co.
John C. Ross, Bay City; Ross & Wentworth.
W. S. Schoaf, De Ward; Estate of David Ward.
A. C. Wells, Bay City; Estate of David Ward.
G. von Platen, Boyne City; G. von Platen.
A. C. Wells, Menominee; J. W. Wells Lbr. Co.
W. J. Mills, De Ward; Estate of David Ward.
J. C. Knox, secretary, Cadillac, Michigan Hardwood Mfrs. Assn.
Leonard Bronson, manager, Chicago; National Lbr. Mfrs. Assn.
W. C. Landon, president, Wausau, Wis.; Northern Hardwood & Hemlock Mfrs. Assn.
E. W. Meeker, Chicago; HARDWOOD RECORD.
E. J. Wellmuth, Chicago; American Lumberman.
Douglas Malloch, Chicago, American Lumberman.
Z. H. Nelson, Pellston; Jackson & Tindle.

Turning Order for Prompt Delivery

In response to an editorial request in the last issue of HARDWOOD RECORD asking lumbermen for copies of forms which have been found advantageous in their business, the Webster-Whipple Lumber Company of Minneapolis, Minn., submits a turning order form (herewith reproduced), which it employs and regards as indispensable.

This company states that this turning order has been successfully used for some months in giving disposition of its cars, and it believes that the form is admirable for the purpose. It must be understood that the average jobber of lumber consigns the shipment to himself to sundry points of sale throughout the country, and then effects the delivery of the shipment to the parties making the purchase.

The Webster-Whipple Lumber Company states that a good many jobbers and manufacturers depend upon a letter or a verbal order to the railroads for cars as they arrive at destination. It has been the experience of this house that this is not the best way as it has several times resulted in large demurrage bills, which could not be charged back to the shippers and which had to be charged to the expense account.

This form is made in triplicate and is stamped with a time stamp. A notice stamp is affixed to each order, which is pinned to the bill of lading. Each of the orders is numbered so that the tissue copies, which are kept in the office, come in rotation.

The writers allege that they have had no trouble whatever in proving to the demurrage bureau in several instances, since using these forms, that they have given disposition on these cars at the proper time and in the proper way.

Hence accumulated demurrage resulting from failure on the part of the railroad to make proper delivery which has previously been assessed to the shipper can be promptly collected from the demurrage bureau through the use of this form, which places the fault of non-delivery directly on the railroad.

Undoubtedly the suggestion involved in this form will prove of considerable value to a great many hardwood jobbers. The RECORD repeats its invitation to manufacturers and jobbers to send in any other forms which have proven valuable in cost accounting, stock keeping or for any other purpose incident to lumber production and distribution.

An English contemporary states that the coffin-makers of Paris are on strike. There are only ninety of them, but they turn out annually over 48,000 coffins, the sale of which, like all other funeral arrangements in Paris, is a monopoly of the municipality of Paris. The coffin-makers are asking for shorter hours and better pay.

THIS IS NOT A RECONSIGNING ORDER

WEBSTER-WHIPPLE LUMBER CO.

WHOLESALE AND RETAIL LUMBER

GENERAL OFFICES :: :: LUMBER EXCHANGE

MINNEAPOLIS, MINN.,_____ 191

To Mr._____ Agent_____ Ry._____

at_____

Dear Sir:

Car_____ No._____ out of_____ the _____of_____

Consigned to_____ at_____

Please Route Car_____

and deliver on arrival to_____ at_____

Notify_____at_____ | Turning Order No._____

They will arrange for unloading and payment of freight charges. Bill-Lading attached.

Yours truly,

WEBSTER-WHIPPLE LUMBER CO.

To facilitate movement of car we expect prompt notification if car does not move [illegible] cannot comply with instructions otherwise must hold you responsible for excess charges, damages, etc.

In the Southern Hardwood Country



TELFER TRANSFER OF THE ILLINOIS CENTRAL AT NONCONNAH BELOW MEMPHIS



MODEL FURNITURE FACTORY OF THE LARKIN CO. AT MEMPHIS

Bad Weather Conditions Produce Much Illness

Weather conditions in the overflow districts of the lower Mississippi Valley since last midsummer have been inimical to health conditions. The rainfall has been heavy and the lower levels have generally been overflowed. For months past malaria has been so prevalent as to put out of commission a good many laborers, both white and colored, in many sections of Mississippi and Arkansas. A number of mills have been short-handed for months, and in some cases plants have been shut down, owing to the fact that many workmen have been incapacitated for employment.

Right now the situation is improving and health conditions are better. Proper sanitation is one of the most serious problems encountered in the overflowed sections of the delta country, but as time progresses the situation improves.

Gives Away Its Product

In South Memphis there is a large and well-equipped plant of large capacity, the product of which is not sold but is given away. This is the new and extensive plant of the Larkin Company of Buffalo, the well known soap manufacturer that advertises its premiums so extensively. This Memphis plant is of modern fire-proof construction and is equipped with electric drives throughout. The factory was only recently started and it is planned to work it at full capacity, turning out a really good grade of furniture. The product is mostly chairs of standard pattern. Memphis was selected as the location for this plant for the reason that it is in the heart of a vast territory rich in hardwood growth, which makes the operation of the plant at this point desirable for economic reasons. This company has developed the premium plan to a most profitable point and it will give to many thousands of thrifty housewives yearly furniture in exchange for soap wrappers.

For Handling Bulky Freight

The new "Telfer" transfer of the Illinois Central at Nonconnah creek bottoms was designed for handling bulky freight. It also effects a considerable saving in the handling of lumber from barge to car in bulk. It has been erroneously stated in some of the papers that the system would handle a car at a time, but such is not the case. About 2,000 feet of dry lumber is about all that can be handled by the monorail trolley hoist, which is electrically operated. The steel crane at the river end of this transfer extends out over the water to pick up loads from the barges below, operating without change regardless of the stage of water in the river. This transfer is a great convenience in the handling of heavy and bulky freight, such as is shown in the accompanying illustration.

After Logging, Agriculture

The country along the line of the Iron Mountain Railroad between Helena and McGehee, Ark., is being stripped of its forests rapidly to supply the sawmills of Helena and other nearby places. The switch tracks are only a few miles apart now and new ones are being laid all the time. One of the accompanying halftones shows a splendid bunch of white oak logs which were cut at Lakeview, Ark. This timber is typical of the quality of the white oak growth of this section. It is of good size and of really unusual character. Another illustration shows a fine crop of rice grown on



SPLENDID WHITE OAK TIMBER CUT AT LAKE VIEW, ARK.



RICE CROP GROWING ON LAND AT LAKE VIEW, ARK., FROM WHICH TIMBER HAS BEEN CUT

land in this region after it has been cleared of its tree growth. Agriculture follows rapidly upon the heels of the millman in this section, as the land is most valuable for farming purposes.

The Durability of Cypress

So many examples of the lasting qualities of cypress have been recited to the lumber trade of the country that little interest attaches to incidents of this sort unless they are really exceptional and absolutely authentic. The illustration herewith shown is a very interesting one. This is a section of a cypress water pipe which was taken up in the streets of New Orleans and was photographed by C. C. Crew, manager of the A. Wyckoff & Son Company of Alexandria, La., manufacturer of built-up cypress water pipes. The section shown is from a solid bored pipe which was laid in 1811. From the condition of the piece on careful examination it would seem that it was not over two or three years old, as the wood is perfectly sound and without a sign of decay. The piece was taken from a long section of bored pipe showing that even so many years ago the making of hollow columns and pipes was well understood and was executed with skill. The Wyckoff concern is now engaged in the manufacture of pipe built-up of staves turned, butt-jointed and wrapped about with hard iron bands.



SECTION OF CYPRESS WATER PIPE TAKEN FROM STREET IN NEW ORLEANS LAID IN 1811

These pipes possess all the advantages of the old style pipe for lasting qualities and have the added advantage of being less than one-fourth the weight of the old solid kind.

True and Spurious Mahogany

By C. D. MELL, Assistant Dendrologist, U. S. Forest Service

The St. Louis Lumberman of July 1, 1910, contained an article entitled "Where Our Mahogany Comes From." The figures given in this article were from the last Annual Report of the Bureau of Statistics, Department of Commerce and Labor, and are, therefore, as nearly correct as are obtainable so far as the total amount is concerned. This bureau derives its figures from the custom-house reports and, owing to the very large number of classifications of imports—about 500—it has found it impracticable to make closer or smaller classifications. However, certain important explanations are necessary in order to make it perfectly clear that under mahogany have been included a number of different species of woods.

The term "mahogany" has become a trade name and is used in a general way, which seems no longer justifiable. It is not used in the same general and proper sense that the word "oak" is used in referring to any of the thirty-four well-known North American species of that wood. The name oak is ascribed to other woods, such as some of the eucalypts known in Europe as American oak, the good qualities of which the woods of this genus are known to possess. The term applies also to other woods, such as Indian oak or teak, *Tectona grandis* (L.), bull oak, forest oak, he oak, she oak and swamp oak, which are all common names for the different species of *Casuarina,* trees native to tropical and subtropical regions and not true oaks. These, together with a great many woods from other genera, are all classed with the oaks, generally speaking, but they are not oaks (*Quercus*) in the botanical sense any more than the wood of the beech or plane tree and, therefore, should be kept separate in an itemized statement of exports and imports, otherwise the classification will not be very helpful.

True mahogany, *Swietenia mahogoni* (Jacq.) stands in a class by itself, and all other woods palmed off on the public as such are substitutes, and in most cases inferior ones. There is only one species of the genus yielding the true mahogany, and this is native to a rather restricted territory in the New World, including the West Indies, Mexico, Central America and the northern part of South America.

This unexcelled cabinet timber has been exploited for about two hundred years, and large and accessible trees are now becoming very scarce. Since its first importation into England in its unmanufactured state in 1724, the yearly demand has been many times greater than the supply, and for this reason general timber brokers have, of necessity, been endeavoring to substitute other woods somewhat similar in appearance, until now there are more than twenty such substitutes or imitation mahoganies shipped to Liverpool, London and certain American ports under the comprehensive trade name of mahogany.

The woods forming the bulk of the mahogany shipments differ very widely from true mahogany. A closely related wood such as the hie, jallow, or dubina, names given by the natives of West Africa to a tree botanically known as *Khaya senegalensis* (A. Juss.), resembles the true mahogany and is generally called African or Gambia mahogany, but it does not deserve to be called mahogany any more than chestnut deserves to be called oak, yet these two woods are just as closely related as the hie of Africa and the mahogany of the western hemisphere. The same is true of a number of other substitutes, chief among which are certain species of the genera *Soymida, Chukrassia, Trichilia, Guarea* and *Cedrela.* Besides these there are other woods called mahogany which do not bear such close relationship to the true mahogany, but which are, however, bought and sold as such. Among these are padouk (*Pterocarpus indicus,* Willd.) and palo maria (*Calophyllum inophyllum,* L.). There are also a number of South American woods shipped to the United States and to Europe as mahogany, but they are no more related to the true mahogany than the black walnut is to the Kentucky coffee tree, yet the trade statistics above cited include these woods with the true mahogany. A number of South American woods are known as mahogany, chief among which are *Cedrela, Guarea, Cariniana, Persea, Swartzia* and *Cæsalpinia,* while from Australia still other woods are sold as mahogany, particularly certain species of *Eucalyptus* and *Tristana.*

If a dealer were to fill an order for a large quantity of ash with chestnut, he would be criminally liable to fine and punishment by law. The deliberate substitution of various woods for mahogany is no less a fraud, and yet general timber brokers make a practice of doing just this thing. To disguise these woods so that they look like mahogany is a matter that cabinet and furniture makers have become expert in, and the public who buy the manufactured article fail to get what they bargain for.

The trade in America is just as prone to this evil of substitution as that in Europe. There are timber merchants on both sides of the Atlantic who handle immense quantities of mahogany annually, and it is probable that only a small quantity of true mahogany logs is consigned to them. The question arises now, what is the remedy for this? It lies largely in a more liberal education of the people who nearly always accept the word of the furniture dealers as the truth. As stated above, true mahogany is becoming scarce, and the market price has soared so high that the margin of profit is becoming small and, of course, the smaller the profit the greater the temptation to substitute other cheaper woods for it. Men traveling for furniture houses visit the retailers and offer solid mahogany furniture a few dollars cheaper than the regular market price. The retailers who made the

purchase, after seeing that the articles are all delivered, take no more responsibility in the matter. However, the fact that the goods was bought under the market price of the same grade of true mahogany furniture should arouse suspicion. The dealer is therefore morally criminal until he satisfies himself of the genuineness of the wood in question. It should be insisted that dealers in furniture and cabinet ware have no right to purchase goods under market prices, or at any price for that matter, and sell the same without examining it closely with reference to the kind of wood. The object of these lines is not to depreciate the woods substituted for mahogany, for they are in many cases such good woods that they could probably secure a splendid market under their own proper names.

Another question likely to arise in the minds of readers is whether the mahogany reported as shipped from Europe into the United States was really grown on the continent of Europe. This is not likely to be misinterpreted by the majority of intelligent readers, yet the chances are that such figures and statements mislead a great many. The "mahogany" shipped from Europe to the United States during the last fiscal year amounted to almost a million dollars. It would be best to give the additional information that practically all of this timber originally came from Africa, India and Australia. It should be further stated that at present very little true mahogany is ever shipped from the West Indies and Central America to England and then reshipped to American ports. The true mahogany that comes to the United States is shipped direct from the places where it is cut, and the so-called mahogany coming from England is from British East India and Africa, and therefore not true mahogany. A timber expert who recently visited the large lumber yards in Liverpool and London remarked that he did not find a single log of true mahogany on the English market. This is hardly the case, for it is quite probable that true mahogany is shipped to England from British Honduras, although the amount is quite small compared with that shipped to the United States.

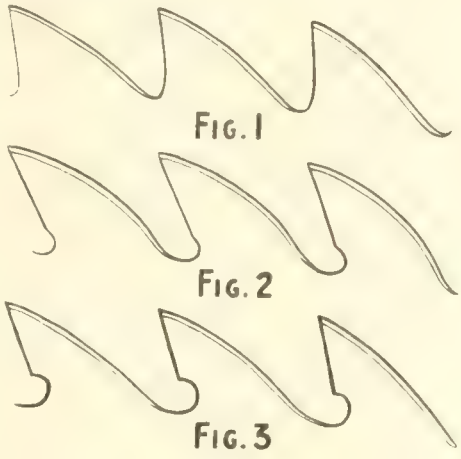
Some Phases of Handle Production

By H. B. ALEXANDER

A HANDLE MAN'S IDEAS ON FILING OF GANG SAWS

When I took charge of the plant with which I am now connected, I had never had any experience in saw fitting, and I had never filed or set saws in my life. In this shop we use gang saws and I had always been accustomed to single saws. The man who was doing the filing did not seem to understand it and the saws were doing poor work, were heating badly and some were cracked. It occurred to me that the briar tooth with which I had always had my saws fitted would be just the thing here, but it soon proved that such was not the case as the saws heated just as badly as ever. I finally determined to try the filing myself. I had seen a good deal of it done and had a general idea of how to proceed, and so I set to work. I swaged the teeth out good and wide and then used a side file, cutting the teeth square in front and back. This stopped most of the trouble along this line, except that every saw needed gumming badly and they were not of much use until a small emery wheel had been worn out on them. Before beginning to file them the teeth were shaped as shown in Fig. 1; when in the condition shown in Fig. 2 they worked better, but when they were put in the shape indicated in Fig. 3 they did fine work.

I discovered that the cracks were caused by using square edged files and since we have used round files we have not been troubled with cracked saws at all. Saws should be rounded up on the mandrel once in a while, and it is a good plan to mark every saw, placing them on the mandrel with the mark up, and then it is an easy matter to keep the saws round.



MODERN METHODS

The statement is often heard that things are not made as well or of as good material as they were twenty-five years ago. An interesting discussion might be developed around this question, as to whether it is really a fact or only the complaint of chronic kickers. With the modern machinery in use today, which is the result of years of study of the particular requirements of the line of manufacture for which it is intended in each case, with the time saving devices and methods in force in most factories of any size, the natural conclusion would be that things must necessarily be of better quality than ever before.

It may be argued that our American hustle and bustle are to blame for this state of affairs, that we are devoting more attention to quantity and dividends than to the quality of our product. This is really a serious matter, if true, and to a regrettably large extent it must be conceeded that it is true. It seems that there are manufacturers who try to put out as large quantities of their product as possible, and as long as their goods hold together until they get their money they are satisfied, reasoning probably that the sooner things wear out the more orders for their goods they will receive.

As a good example of a manufactured article which is not made as well as formerly, furniture may be mentioned. There are millions of dollars invested in this industry in this country, and it is doubtless true that if our chairs and tables were constructed of the high grade lumber and in the careful and skillful manner of the furniture of thirty or forty years ago some few of the concerns in this business would have to find some other means of livelihood. The greatest objection in the furniture business, as in many other industries, is the large quantity of so-called cheap goods turned out. This furniture, made of poor lumber, quickly and roughly put together, is not cheap by any means. It never looks well, and it is soon broken and useless, and has to be replaced, too often by articles of the same sort, but in the prevailing style of the day.

This same line of argument can be applied to the lumber business. Fifty years ago live timber was cut down and sawed into boards. These boards were piled out in the air where they were allowed to season for a year or more, which of course is the very best way of seasoning lumber and produces stock which is thoroughly dry and in excellent condition for any purpose for which it may be used. Today, quite different methods are in vogue. A year before he expects to cut down his trees a lumberman goes through the woods, girdling all that will be cut, so that there is little if any sap in the wood when the trees are felled. When he comes to cut the timber into lumber it is hurried through a steam vat and then into a hot box, destroying all the life and vibrancy there was in the wood. The only advantage in this modern method of proceedure is speed. The manufacturer gets his returns on his outlay more quickly—there is certainly no advantage from the user's viewpoint, as lumber thus treated will not stand up against ordinary usage for even a reasonable length of time.

The high speed band saw cuts ten times as much lumber as the old circular, but it is not as effective on certain hardwoods, like hard maple, as it spoils so much lumber. Members of the iron and steel trades say that edge tools of all kinds are less durable than formerly, and although there are so many different styles and varieties, the fact that they will not stand wear is a point that makes boasting of progress rather meaningless.

This is just a little plea for quality. With the facilities of the day in all lines of manufacture, it is deplorable that our manufacturers will turn out shoddy goods. There

is room in this one particular for great things in the way of conservation, for the waste resulting from the use of poorly manufactured articles, when considered in the aggregate, is truly appalling.

THE DULL SEASON TALK

The regular annual howl of the handle manufacturers about poor trade and no profits was heard as usual during the dull season of July and August. Now that the fall has opened we may expect to hear a different story from these producers. While I cannot say much regarding any branch of the handle trade except the manufacture of broom handles, as far as that particular phase of the business is concerned it seems to me that this kind of talk is particularly out of place. If operators are not making money out of their product, it is hard to reason just what sort of excuse they give themselves for continuing in a business in which they are making no money. If they would discontinue it would give the rest of the handle people a better chance.

Undoubtedly there are too many broom handles made in this country today, but as the surplus is manufactured by men who do not thoroughly understand the line, they really do not cut much figure in the market. The firm that makes first-class handles need have little fear that they cannot be sold at prices which will mean a fair profit at least. There is always a dull season in every trade and in the handle business this comes in July and August. This season has been unusually dull, but this was owing entirely to the short crop of corn last year, and when the new crop comes to hand manufacturers will find that the ensuing year will be one of the best years for the handle trade that they have ever known. There are not excessive stocks of brooms in the hands of dealers and most of the factories are idle, but undoubtedly when they start it will be with a rush and the handle factory that has a good supply on hand will reap a harvest.

Some manufacturers are really glad to have a dull season each year, as it gives them opportunity to overhaul their plant and get things in shape for the coming busy season and also gives the men a rest. As far as making profits is concerned, if a factory is up-to-date as to machinery and equipment, has skilled operatives, and uses a good grade of lumber there is no reason why the sale of its product should not net a fair profit, and if it does not there is surely something wrong. Good lumber, it is true, is high, and if the labor expense of operating is not kept down to the minimum by the use of automatic machinery—not cheap help—then it is not surprising that factories are conducted at a loss.

I have seen handles on the market that were turned on the old style gauge lathes at the rate of perhaps 1,200 a day. That is not saving costs by any means. Then, too, some manufacturers attempt to make broom handles out of low-grade lumber, scraps, edgings and waste, and it is no wonder that factories of this kind lose money. The strange part of it is that they continue as long as they do.

Woodworking Machinery in Russia

(From Consul-General John H. Snodgrass of Moscow)

Since the publication of the report made by this office upon Russia's forests, there have been numerous inquiries from the United States respecting the opportunities for the exploitation of saw and woodworking machinery and hand tools in this empire, it being understood that the Russian timber industry comprises 1,428 factories, sawmills, planing establishments and the like.

While advertising undoubtedly will benefit American manufacturers in presenting their products to the dealers, the factories and the mills, and their sales may be greatly improved, the last proposition mentioned by the inquirers is, after all, the wisest course to follow if the manufacturers are really in earnest. Personal identification with the trade is essential to success in any foreign field, and this especially applies to Russia where business methods and local conditions are similar to those of other countries in Europe.

How Germans Secure Trade

The leaders in the sale of sawmills and wood-working machinery and hand tools are the Germans, who now have a genuine monopoly of the trade, due to their being pioneers in exporting to Russia, their energy and persistence, to their close application in studying the wants and needs of the people, and to their familiarity with the language.

German traveling salesmen usually speak three to four languages, having served what might be termed an apprenticeship of two or more years in some Russian village where it is impossible to hear any tongue except the vernacular. These salesmen are then perfectly at home in any part of the empire, and understand the Russian character better than any competitor.

In contradistinction to this thoroughness of preparation on the part of the Germans is the unpreparedness of the American traveling salesman, who comes to Russia speaking usually only his mother tongue, possessing slight familiarity with the geography of the country, and having little knowledge of the requirements of the people. It is little wonder that the Germans are actually capturing the larger part of the great and growing trade of Russia and rendering more powerless every year the efforts of the Americans and other nations that are feebly competing for the market.

During the past year the English have become more active in business lines and are branching out in earnest in every part of the empire, fully understanding that immediate efforts must be made to hold and build up their trade or it will be lost to the watchful and energetic Teutons. Unfortunately, American manufacturers do not appreciate that these are golden moments, and with a few exceptions, appear indifferent to the numerous opportunities that are daily presented, refusing to grant credits to reliable concerns that are given such concessions by European competitors, and giving the importers and dealers to understand that they care for no trade here except on a cash basis, all of which bespeaks anything but success, either now or in the future.

The Experience of an American

Some time ago the representative of a large sawmill machinery company visited Russia and called at this consulate-general to discuss the trade situation. He had read the report upon Russia's forest resources and was much interested, it being his intention to travel north to the great timber section where are to be found the majority of the mills. He could speak only English, but had with him an interpreter who was well acquainted with Moscow. The salesman was a keen business man, and at home, undoubtedly, was familiar with his line, but he took issue at once upon the prevailing customs of Russia as to credits and stated positively that his concern was not in the credit business, and that, instead of accepting this fixed rule of trade, it was his intention to teach those whom he might meet American methods; that is to say, cash with a view to taking advantage of the discounts offered.

The American salesman visited a large number of dealers and before leaving called again. This time his manner was changed, for he had seen for himself how futile it is to try to introduce new ideas in a country where they have their own set ways; the traveler coincided with the views that had been expressed by voice and letter, that if the American manufacturers of saws and machinery expect to get a foothold here, they must at least make as many concessions in terms of payment and the like as their strongest competitors, and they must, in addition, supply a superior article, which it is believed they can do. The traveler remarked that he could not secure an opening with a desirable house in Moscow except on the credit basis.

This illustration is offered for the purpose of bringing forcibly to the attention of the American exporter the necessity for a close study of every phase of business life in Russia, and of the trade requirements, in order that they may successfully compete in the various markets being opened.

Import Trade Analysis

The Germans enjoy the greater part of the trade in sawmill and woodworking machinery and hand tools, with the English next in order, followed by the French. Several firms specialize on circular band, and gutter saws, while others handle exclusively crosscut, hand and drag saws.

In quality, America leads, with England

second, the Germans producing saws and tools inferior in steel and workmanship and, of course, much cheaper. The Russian is quite satisfied if he has time in which to pay for the purchase and provided it is not expensive. This applies to the people in general, though among the upper classes there is a decided tendency to have the best the market affords.

There are 758 registered sawmills in Russia with capital at $25,000 to $500,000, and yearly outputs ranging from $50,000 to $1,000,000. One sawmill near St. Petersburg has a capital of $750,000, employing in the winter 1,500 men and in the summer 3,500 workmen. The yearly output ranges from $1,000,000 to $2,500,000. One mill in Moscow is capitalized at $2,000,000.

The imports in 1909 were as follows:

Sawmill machinery	$ 68,495
Woodworking machinery	309,000
Hand tools (no detailed data as to value of saws)	1,910,000
Total	$2,287,495

By addressing L. & E. Metzl & Co., either at Moscow or St. Petersburg, the Register of Factories and Works in Russia, by Engineer L. K. Eziorâmsky, containing a list of the companies registered under the government, may be obtained for 12 rubles ($6.18). This is issued only in the Russian language, but it is a valuable volume for American manufacturers to possess, as it contains information as to the year in which the companies were organized, the capital stock, the number of employees, the yearly output, etc.

Advertising and Trade Literature

Advertising in the daily press would hardly bring satisfactory results, but judicious advertising in the technical journals relating to the lumber and sawmill industry would perhaps pay. The following are the leading publications in that line: Timber Trade News, Moscow; The Timber Merchant, St. Petersburg; Timber Journal, St. Petersburg.

A carefully worded advertisement in these weeklies, changed frequently, would probably attract the attention of sawmill owners and dealers in general. It is not advisable to deal in superlatives in placing an advertisement before Russian readers, but give the real facts concerning the article offered, not claiming for it anything that can not be substantiated. If it is novel or has superior points, they can be alluded to in simple language. Russians are not acquainted with the style of advertising adopted and followed in the United States.

All literature should be printed in the Russian language if possible. The best substitute is German, which is quite well known in commercial circles. The Germans themselves always issue their advertising matter in Russian, except for the Baltic Provinces and Poland; the former are more German than Russian, while the latter prefer to use their own language. Advertising may be placed through the Moscow and St. Petersburg firm mentioned as having lists of the factories, but a saving might be made by writing direct to the publications named. A list of Russian sawmills and machinery dealers is forwarded. The firms should be addressed in Russian with the exception of those in the large cities. (The list may be copied at the Bureau of Manufactures by interested firms. It will also be embraced in the forthcoming World Trade Directory.)

The customs duty is as follows: Sawmill machinery, $1.08 per 36 pounds; wood-working machinery, $1.65 per 36 pounds; hand tools, 93 cents per 36 pounds.

Southern Conservation Congress

There was a splendid attendance at the session of the Southern Conservation Congress held at Atlanta, Ga., on Friday and Saturday, October 7 and 8. A number of the men who have won national favor for their work in behalf of conservation, making this movement what it has now become—a national policy of great importance—were present.

The first session of the congress was called to order by E. L. Worsham, entomologist for the State of Georgia. Gifford Pinchot, D. N. Baker, Capt. J. B. White, Gov. Joseph M. Brown of Georgia, Gov. A. E. Wilson of Kentucky, in addition to Mr. Worsham, briefly outlined the part which the South must play in the work of conserving the natural resources of the land.

Mr. Pinchot was the chief speaker of the day. He referred to the natural resources of the South pointing that this part of the country possessed in abundance of beneficial features as well as a large body of men who were leaders in the conservation movement. He explained the meaning of conservation in its broader aspect, and then took up the different factors in the movement. He said that the South had suffered greatly from erosion of its farm land, more in this respect, perhaps, than any other section of the country. As the United States is essentially an agricultural country, if the nation is to succeed it must take care of the fertility of its soil. The rain, instead of being allowed to be a detriment to the soil, he said, should be used and conserved for enriching the earth. In regard to the conservation of waterways, Mr. Pinchot said that this subject had aroused more dispute, perhaps, than any other phase of the question. The government has made a practice of giving water power to almost anyone who wished it, but it seems now that there is no longer reason why men of capital should continue to receive free of charge from the government the use of our natural resources. Mr. Pinchot believed the government should be paid for every piece of property that passes from its hands into private ownership.

The Appalachian Forest Reserve Measure which is now before Congress, Mr. Pinchot asked that the people of the South bear in mind and bring power to bear on southern representatives in Congress to vote for this measure.

Gov. A. E. Wilson of Kentucky was then introduced. Gov. Wilson touched the keynote of the conservation policy in his remarks to the effect that "waste in food is not careless, it is wicked. Waste of clothing is not careless, it is wicked; and the waste of our natural resources is not slothful; it is an offense in the sight of God." Gov. Wilson expressed the opinion that extravagance in America has reached a most serious stage. He talked on politics briefly and stated that in national politics the people should watch the parties that do right by conservation and if the party in power does not "toe the mark" in this respect, a party that will do this should be voted for.

At Saturday's session the first address was made by J. B. Peters of the United States Forest Service. He outlined the work which is being carried on by this bureau in the South.

W. J. McGhee, government soil water expert, followed Mr. Peters with an interesting and informative address on soils.

The next speaker was Capt. J. B. White of Kansas City, who has gained the admiration of the entire lumber fraternity of the country in his enthusiastic efforts in the conservation movement. Capt. White spoke on the subject, "The Lumberman's Interest in Conservation," which he handled in a most comprehensive and intelligent manner. Mr. White gave a number of significant statistics in regard to lumber cutting in the South, as well as the total annual cut of the country, and said that, contrary to the general impression, lumber has not increased in value as have other crops of the soil. In proof of this statement he presented figures from a government report. Throughout his lumber experience Mr. White said that he had never known of lumbermen committing great waste in forest cutting. He said that it has been the mistake of unwise, uninformed and unprincipled politicians in leading the people through the press and platform to believe that lumbermen are committing intentional and ruthless waste in the forest as well as being combined in a trust to keep up the price of lumber products. Mr. White stated that, as a matter of fact, before forest conservation is ever a success lumber will have to bring more money than it does at present. It must bring what it costs to produce it and Mr. White believes that it is the duty of lumbermen to educate the people to the fact that for effective conservation the people will have to pay the bill. Mr. White also referred to the unjust system of taxing forests on the basis of annual yield where a crop is harvested only once in a life time. Mr. White said that conservation cannot be a success until lumber is put on the market at a price which will cover cost of production and a reasonable added profit.

Following Mr. White's interesting address, J. K. Ottley presented a paper on "Scenic Beauty in Conservation." "Good Roads for the South" was the subject handled by Dr. J. Hyde Pratt, president of the Appalachian Good Roads Association. J. K. Finley, secretary of the Appalachian Forest Commission, made an earnest appeal for the influence of the people of the South in the passage of the bill now before Congress for creating the Appalachian forest reserve. Conservation of health was treated in an address by Dr. Thomas B. Coleman of Augusta.

Phillip Werlein, president of the New Orleans Progressive Union, spoke on the proposed canal exposition which the city of New Orleans is endeavoring to have held there in 1915. Mr. Werlein asked for the support of the attendance, giving many reasons why this exposition should go to Crescent City. He presented resolutions covering this matter, and these were unanimously adopted by the congress.

After a number of brief speeches on various phases of the conservation movement, Ex-President Roosevelt addressed the congress. Mr. Roosevelt received the usual demonstration which is accorded this popular speaker when he arose to address the attendance. He said he believed in conservation with all his heart, and that the time has passed in this country when it is possible for reasonable men long to permit the waste of natural resources.

In mentioning the necessity of preserving the forests, Col. Roosevelt said that he hoped Congress would pass a bill to create the Appalachian forest reserve. No portion of the country, he said, will show a greater rate of development than will take place in the South within the next thirty or forty years, and he asked that the people of the South see to it that this development does not represent mere exploitation, but that it is conserved into a solid, abiding and enduring posterity.

The principles and policies adopted by the congress showed a broad grasp of the subject of conservation

Hardwood Record Mail Bag

Balsa Wood

The editor of the RECORD is indebted to the C. H. Pearson Company, handler of foreign and domestic cabinet woods, 72 to 82 Wall Street, New York City, for the following letter on balsa wood, information about which several of our readers have asked for:

We have handled considerable of this wood from Ecuador, also from the West Indies, but we find the Ecuador wood more suitable for the purpose described. We believe we were the first parties to make life preservers of all wood and we understand that now Messrs. De Groot of this city are manufacturing life preservers of this kind. We found the experiment somewhat expensive, due to the reason that we had to paraffine each piece, which combined with other expenses made the cost somewhat more than the regular cork life preserver.

We paid for this wood a price per cubic foot which, if we remember correctly, was about sixty cents. The logs ranged from 16 inches up to 30 inches, and some a little over, in diameter. As to lengths, from 10 to 20 feet and over.

We have had some inquiries for this wood to be used, we understand, in making pontoons for dry docks. We are now figuring on an order for 500,000 feet.

If you desire it we shall be glad to send you a sample piece of this wood so you can see what it is as to texture, etc. Any further information you may require in the matter we will submit with pleasure.

The RECORD is also in receipt of the following letter on the subject of balsa wood:

BROOKLYN, N. Y., Oct. 15, 1910.—Editor HARDWOOD RECORD: In the October 10 issue you refer to balsa wood. Having a little knowledge of this wood, as to where same was imported from, the matter is interesting and would like to take the matter up with party making inquiries about same. The wood is from a port in South America and came to New York City in the log, which was manufactured into blocks for life preservers, and there are a number of them on ferry boats belonging to the Long Island railroad. The wood being very light it takes a long time to receive it in America, as ships sailing from points where this wood comes will only take a limited number of these logs on a voyage. Always remember this wood was treated with a lasting preparation to preserve it for life preservers.

Would be glad to take the matter up further if you want any more information.

M. J. WALSH

Compliments on New York Issue

LONG ISLAND CITY, N. Y., Oct. 13, 1910.—Editor HARDWOOD RECORD: We are pleased to receive a copy of your issue of October 10, and shall say that your Mr. Holtzman has certainly handled the subject very well. You may retain the photographs if you wish for your own office. We wish you would forward us a hundred copies.

ASTORIA VENEER MILLS,
Alex. S. Williams, President.

NEW YORK, Oct. 13, 1910.—Editor HARDWOOD RECORD: Allow me to congratulate you on your special New York issue of October 10, just received. Pleased send me at once by express thirty copies of this issue with wrappers stamped "Marked Copy." Kindly send bill and I will remit.

CHARLES MILNE.

Work of Chicago Office of the Forest Service

CHICAGO, Oct. 18, 1910.—Editor HARDWOOD RECORD: As you doubtless know, the United States Forest Service has maintained an office in this city for over a year. The office is known as the Office of Wood Utilization, and its energies have been devoted mainly along the lines of a statistical character, and in the collection of information on the manufacture and use of wood. In its statistical work this office, among other things, publishes quarterly two records of wholesale lumber prices, one f. o. b. markets, the other f. o. b. mills by states. It has also collected statistics covering the use of preservatives throughout the United States as well as statistics showing the use of wood by the various industries in a number of the important consuming states.

In its investigation of the manufacture and use of wood it has made a study of this character on hickory, co-operating in this instance with the National Hickory Association. It has also inaugurated tests with pencil manufacturers for the purpose of determining if a number of woods may not be used as substitutes for the southern junipers for this purpose. In co-operation with the cigar box manufacturers it is now testing some new woods for use in that industry. In co-operation with shuttle manufacturers it is now testing the use of substitutes in that industry. In co-operation with the Yellow Pine Manufacturers' Association it has investigated the waste incident to the manufacture of even widths only of planing mill products in the yellow pine region. It is now inaugurating a study for the purpose of determining the waste incident to the manufacture of even widths only. This study will also include the investigation of mill waste in lumber manufacture generally.

Some of the problems enumerated above have been suggested to this office by associations; others have been taken up on our own initiative. In associations in which you are interested you are doubtless meeting up with problems on which you may either desire investigation or wish to have information concerning it collected and prepared. If you have any such at the present time, or if in the future any occur to you, and you believe that this office could render you assistance in working them out, I should be very glad indeed to have you present them for consideration. It is the aim of this office to co-operate to the fullest possible extent with all associations whose members are directly interested in the use and manufacture of wood, and it will be a pleasure to do so whenever the opportunity offers. Very sincerely yours,

H. S. SACKETT,
In Charge of Wood Utilization.

Work of National Hardwood Lumber Association

The following communication reflects the success of the National Hardwood Lumber Association in its inspection service:

CHICAGO, ILL., Oct. 17, 1910.—Editor HARDWOOD RECORD: President Diggins has adopted the plan of sending a monthly letter and statement to every member of the association, and in the belief that these figures will prove of interest to many of your readers who are not members, we enclose copy of the September figures and our letter of October 15, with the request that you find space for it in the next issue of your journal, if you consider it of sufficient interest.

F. F. FISH,
Secretary-Treasurer.

CHICAGO, ILL., Oct. 15, 1910.—To the Membership: We are pleased to enclose a statement of the amount of hardwood lumber inspected by the licensed inspectors of this association during the month of September, which shows a grand total of 11,182,838 feet.

Again we have been agreeably surprised, because it exceeds the amount for August by 956,647 feet, and beats September, 1909, by 3,025,110 feet, and nearly reaches the high water mark made in April of this year.

This magnificent showing not only indicates a general increase in volume of trade, but also a growing confidence in the work of our inspection department, which should be pleasing to our members.

You will note that we had a larger number of inspectors employed, and that we now have two each in St. Louis and New York, and have located one at Alexandria, La.

On account of the necessary expense connected with these changes and additions in our inspection force, the bureau has not been quite self-sustaining, but this enormous amount of lumber was inspected at a cost of only $84.61 to the association.

Since our last letter we have received applications for membership from six firms, making forty-three since the Louisville convention. This increase is not so large as we feel it should be when the privileges and benefits of the association and the small cost by which they can be secured, are taken into account.

We are enclosing some application blanks, hoping that you can secure your neighbor's application on the strength of the splendid showing of last month. Please do not throw them away until you have made at least one effort to add a member to our association.

Very truly yours,
FRED A. DIGGINS, President.
F. F. FISH, Secretary.

SALARIED INSPECTORS

	Feet
Frank R. Buck, Chicago, Ill.	298,990
John J. Lorden, Chicago, Ill.	252,551
John J. Shepard, Chicago, Ill.	353,585
F. P. Southgate, Chicago, Ill.	176,954
W. E. Robinson, St. Louis, Mo.	675,924
Arthur Metter, St. Louis, Mo.	82,884
J. L. Benson, Alexandria, La.	103,647
W. T. North, Memphis, Tenn.	185,947
G. C. Teetes, Memphis, Tenn.	152,808
A. B. Baker, New Orleans, La.	137,310
C. E. McSmith, New Orleans, La.	243,445
D. E. Buchanan, Cincinnati, O.	296,282
Jas. L. Stewart, Buffalo, N. Y.	234,222
Jos. Patterson, New York City	251,103
C. C. Ferguson, New York City	260,729
H. F. Thompson, Philadelphia, Pa.	371,599
John I. Weeks, Pittsburg, Pa.	239,903
Herbert W. Bowler, Boston, Mass.	256,279
A. G. Langeluttig, Baltimore, Md.	102,042
Jos. Waltman, Jr., Louisville, Ky.	255,813
Thos. A. Hall, Detroit, Mich.	323,112
John J. Miller, Detroit, Mich.	369,374
Ed. Borgeson, Minneapolis, Minn.	229,140
H. A. Hoover, chief inspector	18,832
	5,872,475

FEE INSPECTORS

R. W. Child, Mobile, Ala.	55,272
Geo. R. Dunn, Boston, Mass.	59,085
P. Collier, Boyne City, Mich.	592,706
Archibald & Hagadorn, Cheboygan, Mich.	55,130
J. E. Byrns, Escanaba, Mich.	410,962
Chas. Christianson, Manistee, Mich.	370,592
John S. Coman, Menominee, Mich.	307,900
W. M. Clemens, Thompson, Mich	187,765
Grant Harrison, Petoskey, Mich.	404,307
Peterson & Lovell, Manistee, Mich.	2,038,163
Walter Tillitison, Grand Rapids, Mich.	445,876
J. M. Gillett, Traverse City, Mich.	250,107
C. M. Sands, Chattanooga, Tenn.	56,822
J. H. Gerlach, Norfolk, Va.	75,676
	5,310,363
	11,182,838

Seeks Hardwood and Poplar House Trim

BOSTON, MASS., Oct. 7, 1910.—Editor HARDWOOD RECORD: Can you furnish me the names and addresses of some first-class millmen in the South who can bid on and supply kiln dried hardwood and poplar house trim and mouldings? This stock must be kiln dried and smoothly worked.

The foregoing letter is from a local Boston lumber yard and the writer has been supplied with a list of several producers of kiln dried hardwood and poplar trim and mouldings. Any other readers of the RECORD who would like to communicate with the inquirer can have the address upon application.—EDITOR.

Japanese Oak

DETROIT, MICH., Oct. 20, 1910.—To HARDWOOD RECORD: Considerable quantities of Japanese oak logs are being imported at several Pacific Coast points, there sawed into lumber and utilized for flooring, interior finish and furniture purposes, thus materially affecting the sale of oak lumber and oak flooring produced in the Mississippi Valley and farther east. Shall be glad to have some information concerning this source of supply, etc.

I am aware that considerable Japanese oak in the form of logs is being imported at Portland and other Pacific coast points and utilized for the purposes named. I have no knowledge of what these logs cost, but it is undoubtedly enough below the price of eastern oak to warrant the purchase and manufacture of lumber from this source. It is commonly reported that the quality of this oak is very inferior as compared with the better types of Mississippi Valley and eastern oak, but it forms a substitute that is interfering materially with shipments from the East.

This competition has been brought about by the short-sighted policy of the transcontinental lines which demand such a high freight rate on eastern hardwoods. The rate is seventy-five cents a hundred and the railroads are now trying to advance it to eighty-five cents. The present rate is fully twenty-five cents a hundred higher than it should be and seriously militates against the sale of hardwood lumber and flooring at western coast points.—EDITOR.

News Miscellany

Meeting Memphis Lumbermen's Club

At the regular semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso, Saturday, October 15, A. L. Foster, chairman of the River and Rail Committee, surprised the members with the announcement that the transcontinental railroads had issued a tariff placing the advance to 85 cents per hundred pounds on shipments to Pacific coast terminals in effect November 15, whereas it was the understanding of the committee that the Interstate Commerce Commission had held up the advance for 120 days from October 10. Mr. Foster said, however, that there was apparently some misunderstanding, as the railroads were not disposed to treat the rulings of the commission lightly. The committee is investigating the matter and will report it at an early date.

Mr. Foster also referred to the minimum weight of carload shipments of lumber, and said that, as the roads in this territory had showed no disposition to increase the minimum from 34,000 to 40,000 pounds, his committee deemed it best not to take up the subject at the present time. The railroads in the southeastern territory are discussing this increase and are putting it into effect, but Mr. Foster pointed out that lumber shippers of Memphis are not affected thereby.

A. B. Nickey, president, and S. M. Nickey, secretary, of the Green River Lumber Company, were elected to active membership in the club. Two other names were proposed, one active and the other associate. These will be voted upon at the next meeting.

George C. Ehemann, chairman of the committee on statistics, gave the report of his committee. This has been substantially given before in HARDWOOD RECORD, the full details being published at the time the figures were completed. Mr. Ehemann called attention to the wide publicity that had been given this report through the lumber journals and other mediums, as well as through the circulation of printed cards bearing these returns. He said that the committee had done its work so thoroughly that it was possible to obtain the official figures from all but about seven or eight firms. He thought that about 20 per cent ought to be added to these figures because of the fact that 1909 was covered by the [illegible] period of abnormal depression.

J. H. Doughty, who, together with J. T. Willingham and J. S. Warren, constituted the special committee which went from the Bureau of Publicity and Development to Grand Rapids, Mich., with a view to securing woodworking enterprises for Memphis, gave a report of this trip. The only directly tangible result was the statement that a prominent manufacturer of a staple line of goods had decided to establish a branch factory at this point as soon as he had recovered from a heavy expenditure on his plant at Grand Rapids. Mr. Doughty said that his committee soon decided that it was idle to talk about having big manufacturers move their plants to Memphis because of the financial issue involved as well as the labor question, and so efforts were directed toward securing auxiliary plants. He thought that, while there was little to show for the trip, effective work had been done which would bear fruit in the end. Mr. Doughty also called attention to the fact that red gum was being used to only a moderate extent at Grand Rapids, and rather created the impression that this was due to the fact that shippers were not quite as careful as they should be. Mr. Willingham, he said, had agreed to send samples of red gum to Grand Rapids, showing the high polish it would take and the advantages to be derived from its use in furniture manufacture, and interesting results are expected to follow this step. Mr. Doughty called attention to the fact that the newspapers of Grand Rapids would not publish the kind of advertising the committee wished to run, although they were assured that the committee had come in search of only auxiliary plants. However, he said that Memphis was well advertised on the trip and the committee felt that it had put forth every possible effort in the interest of Memphis and the publicity movement.

John W. McClure, manager of the baseball team of the Lumbermen's Club, gave his final report. He said that of the four games played during the last season Memphis had won only one, but that circumstances were such that the championship title still inhered in the Memphis team. This, it was pointed out, is due to the fact that none of the series of games was actually finished this year. Mr. McClure drew a strong distinction between playing on home grounds and on foreign ones and attributed the loss of the [illegible] Indianapolis and Nashville games to the fact that there were so few Memphis lumbermen present to encourage the team. Mr. McClure said he believed the games were a splendid advertisement for Memphis, inasmuch as lumber and other papers gave so much publicity to them. Mr. McClure asserted positively in his report that the Memphis team entered the season as the champions of lumberdom and that it ended the season with the title intact.

First Fall Meeting of Chicago Wholesalers

At the opening meeting of the Chicago Wholesale Lumber Dealers' Association, held Tuesday, October 18, the attendance was below the average, there being but twenty present out of the forty-five members on the books.

President George T. Mickle opened the session with a brief speech and then called for the minutes of the previous meeting and the calling of the roll. There being no formal report from the Trade Relations Committee, Chairman Dalby of the Railroad Committee opened up a discussion as to the question of industrial switching. The principal topics for controversy were the existing switching rate and the 60,000 pound minimum. C. L. Cross, speaking in regard to this matter, stated as his opinion that the general minimum should be 35,000 pounds, a figure which is enjoyed by every other industry represented in the Chicago switching territory.

After various members had expressed opinions both favorable and opposed to the case of the railroads, George Griffith suggested that it was his idea that the association should act in conjunction with the two other local associations in presenting the lumbermen's side of the proposition. He suggested that the Railroad Committee be given jurisdiction in the matter and empowered to act in conjunction with similar committees of other organizations and to make the best possible agreement with the railroads through any medium which seemed to them most feasible. The suggestion of F. B. McMullen that a concession on the part of the roads for opening up private team tracks would be of untold value to the lumbermen received the warm endorsement of the various speakers, E. A. Thornton being of the opinion that inasmuch as the wholesalers would be principally affected in the matter of rejected cars, it would be of special value to them.

Secretary Charles Westcott read the report of the Membership Committee, in which the wholesalers were advised of the acquisition of three new firms into their membership, the R. A. Smith Lumber Company and the Great Southern Lumber Company, having come in during the summer, while the Frost-Johnson Lumber Company is a new member of more recent date.

The report of the Inspection Committee led to a general discussion of the Inspection Bureau, the question of the inspector finally being referred to the bureau, which was instructed to meet with the Board of Directors to work out a plan to be presented at the next regular meeting. This being the last of the regular business the meeting adjourned. The following were present:

F. J. Hathway, Hathway Lumber Company.
W. A. Herbert, W. A. Herbert & Co.
J. C. McLachlin, Frost-Johnson Lumber Company.
C. E. McLean, Chicago Car Lumber Company.
F. B. McMullen, Fullerton-Powell Hardwood Lumber Company.
George T. Mickle, George T. Mickle Lumber Company.
G. P. Nourse, Collins Lumber Company.
J. A. Nourse, S. A. Nourse & Co.
T. D. Phillips, McShane Lumber Company.
F. J. Pike, Pike-Dial Lumber Company.
G. J. Pope, D. S. Pate Lumber Company.
C. L. Cross.
Edw. Brown, Sargent Lumber Company.
E. A. Thornton, E. A. Thornton Lumber Company.

H. M. A. "Doings"

The secretary of the Hardwood Manufacturers' Association of the United States reports an unusually large number of concerns joining the organization since the last annual meeting held at Cincinnati.

The organization has located a new official inspector of the association at Nashville and Memphis to take care of the work of eastern Tennessee.

The secretary reports that members announce a manifest shortage in red gum and all grades and thicknesses of 1¼-inch and 1½-inch No. 2 Common plain white oak. A meeting of the Executive Board of the Hardwood Manufacturers' Association is scheduled for Saturday, October 29, at the association's offices at Cincinnati, before which a large amount of detailed work will come.

Nashville Lumbermen's Club Amends Cumberland River Log Rules

On Saturday, October 8, a special called meeting of the Nashville Lumbermen's Club was held in the Board of Trade rooms in the Stahlman building at two-thirty in the afternoon. The meeting was called at the request of the Log Committee, which is composed of the following gentlemen: S. Lieberman of Lieberman, Loveman & O'Brien, chairman; J. R. McIlwaine of the Southern Lumber & Manufacturing Company and Marvin Ransom of John B. Ransom & Co. The specific need for the meeting was to consider certain changes in the Cumberland river rules for grading logs, which in the opinion of the committee were advisable in view of the large number of small and defective logs which are now found in the river rafts, as compared with the larger ones received in the past.

Immediately after the meeting was called to order by President A. B. Ransom, J. R. McIlwaine, acting chairman of the Log Committee, was called upon for his report. He stated that the committee desired to submit a change in one clause of the rules, which it seemed would protect buyers of river logs at Nashville. The clause referred to in the old rules was as follows:

All logs shall be measured at both ends. When there is a variation of one inch in the diameter, the least end shall be taken as the measurement of the log; if a variation of two inches, the number of inches shall be divided; if three inches, the number of inches shall be divided as if only two inches; if four inches, the diameter shall be divided; but if the difference exceeds four inches, it shall be divided as if only four inches.

This paragraph was changed to read:

All logs shall be measured at both ends, and the small end of the log shall be considered as the measurement of the log.

The report as submitted was adopted after considerable discussion. It was brought out in the meeting that Nashville lumbermen as a whole feel that they are paying too much for logs, those received both by river and rail.

Secretary Ewing was instructed to have a thousand copies of the Cumberland River Log Rules printed as amended for distribution. The question of comfortable headquarters for the club was also brought up, but as this was merely a special meeting of the club it was decided to hold this matter over until a regular meeting.

Monthly Meeting Philadelphia Exchange

The regular monthly meeting of the Philadelphia Lumbermen's Exchange was held on October 6. Luncheon was served by Jacob Wiener, from 12:45 to 1:45 p. m., soon after which the meeting was called to order. Franklin A. Smith, Jr., president, occupied the chair. George A. Howes, chairman of the office and entertainment committee, reported verbally that the annual baseball game and the fall outing to Glen Summit Springs were great successes.

The railroads and transportation committee, in a written report, recommended that this exchange co-operate in the movement to secure lower freight rates on goods shipped in wooden packages than on same kind of goods shipped in paper packages. The committee submitted a copy of a letter written by it to the Interstate Commerce Commission protesting against the action of southern railways in increasing the minimum weight of a car of lumber from 34,000 pounds to 40,000 pounds. Recommendation endorsed.

The committee on spruce grading rules submitted a written report recommending the adoption of the rules adopted by the Spruce Manufacturers' Association, January 25, 1910, provided that the association will make certain changes in those rules; if the changes are not made, the committee believes "that the interests of the spruce trade in the city of Philadelphia and vicinity would best be served by the adoption and use, in the purchase and sale of spruce lumber, of the grading rules promulgated by your committee and submitted to the exchange on the second day of June, 1911." Action on the report was deferred and a copy ordered sent to the Spruce Manufacturers' Association.

Reports were read by the delegates who represented this exchange at the third annual convention of the Atlantic Deeper Waterways Association, held at Providence, R. I., August 31 to September 3, and at the second National Conservation Congress, held at St. Paul, Minn., September 5 to 9. Both reports were received and a vote of thanks extended to the delegates.

Resolution was adopted urging the importance of a sea level canal, 18 feet in depth with a width of 125 feet at the bottom, between the Delaware river and New York bay. A copy of the resolution was ordered sent to the Hon. J. Hampton Moore of Philadelphia, also to Col. W. M. Black, Corps of United States Engineers, New York, N. Y.

Annual of the New York Lumber Trade Association

The twenty-fifth anniversary of the organization of the New York Lumber Trade Association was celebrated at the association's headquarters, 18 Broadway, New York, on Wednesday afternoon, October 19. A full attendance was present and the gathering was one of the most enjoyable and enthusiastic the organization ever had.

In the report of the Board of Trustees the membership was congratulated on the satisfactory conditions in all departments of the association, the favorable outlook for the immediate future and for the fact that the organization is entering upon the twenty-fifth year of its useful existence. The total membership of the organization consists of 109 retailers, 107 wholesalers and 17 non-residents.

Considerable attention was given to the credit system which is operated by the association. This system is being used freely by the members and is found of great value to them. The total number of claims reported since the inauguration of the system reaches $441,018.42, and the amount collected $213,221.63, or about 48 per cent of the entire amount. Last year the amount collected for members aggregated $9,000, and there was no legal aid required whatever. As chairman of the Committee on Trade Relations James Sherlock Davis presented an interesting report. He referred particularly to poachers as an evil to be given special treatment.

The report of the Committee on Legislation stated that it had, through the secretary, examined over four thousand bills which were presented at the last session of the state legislature and had given particular attention to any and all of these which seemed detrimental to the best interests of the trade.

The Inspection Committee reported that its field of the association work was in very satisfactory condition. During the past year the organization has adopted rules governing the inspection of spruce, short leaf pine and hardwoods, so that grading within this organization is more general than ever before.

The finances of the association were reported in good shape by the treasurer.

The election of officers and trustees resulted as follows:

President—Russell Johnson Perrine.
Vice President—John F. Steeves.
Second Vice President—Frederick W. Starr.
Treasurer—Charles F. Fischer.
Trustees—Russell Johnson Perrine, John F Steeves, Frederick W. Starr, Charles F. Fischer David M. Resseguie, John L. Cutler, William P. Youngs, Isaac F. Vanderbeck, Guy Loomis, William S. Wondell, Hammond Talbot, Gulian Ross. Richard S. White, Rowland McClave, Louis Bossert, James H. Pittinger, John Egan, William H. Simonson, Arthur P. Bigelow, Albro J. Newton, Christopher W. Wilson, Elbert M. Wiley. Peter A. Smith. John J. Cooney, Edwin D. Mac Murray, Waldron Williams, George C. Lawery William F. Clarke, John C. Creveling, William S. Van Clief, Allan H. Church, Treadwell D. Carpenter, Patrick Moore, James Sherlock Davis and Thomas J. Croobie.

Meeting St. Louis Lumbermen's Club

The October meeting of the Lumbermen's Club of St. Louis was held in the Turkish Parlor of the Planters Hotel, Thursday evening, October 20. As usual dinner was served about 7 o'clock and the business meeting followed.

The meeting was presided over by Julius Seidel, in the absence of the president and vice-presidents. The speaker of the evening was Roger N. Baldwin, secretary of the Civic League of St. Louis. He spoke on civic affairs.

J. R. Moorehead, a Lexington, Mo., lumberman, then followed. He discussed the lumber business from the retailer's end and spoke of the danger from the catalogue houses.

During the evening a resolution, pledging the support of the club and the members against the prohibition movement, and to work for the defeat of the prohibition amendment, was passed.

Among those present were:

W. W. Dings, Garretson-Greason Lumber Co.
J. S. Garretson, Garretson-Greason Lumber Co
William Dings.
Julius Seidel, Julius Seidel Lumber Co.
Frank Goepel, Chicago Lumber & Coal Co.
C. L. Robinson, Chicago Lumber & Coal Co.
J. F. Schneiders, Frost-Johnson Lumber Co.
J. B. Kessler, secretary.
Lee Caruthers, Kirby Lumber Co.
Hans Wachsmuth.
R. S. Price, Missouri Lumber and Land Exchange Co.
R. C. Fine.
C. B. Colborn, Dermott, Ark.
Louis Essig, St. Louis Lumber Co.
J. W. Putnam, St. Louis Lumber Co.
S. J. Gavin, St. Louis Lumber Co.
Hendrick Folonie, Hogg-Harris Lumber Co.
Geo. R. Hogg, Hogg-Harris Lumber Co.
Marshall Rust, Hogg-Harris Lumber Co.
Charles J. Harris, Hogg-Harris Lumber Co
C. F. Querl, Querl-Schnelle Lumber Co.
W. H. Elbring, Newman Lumber Co.
Ira S. Wadleigh.
J. G. Knebel, Corlena Lumber & Coal Co., Corlena, Texas.
F. G. Hanley, F. G. Hanley Cypress Co.
Henry Roemer.
A. V. L. Ashby, National Lumber Mfgrs. Credit Corporation.
A. H. Bush, secretary Lumbermen's Exchange.
E. C. Robinson, E. C. Robinson Lumber Co.
G. B. Fulton, Chas. F. Luehrmann Hardwood Lumber Co.
G. W. Petrie, Louisiana Red Cypress Co.
Thos. W. Frey, Chas. F. Luehrmann Hardwood Lumber Co.
Frank J. Liebke.
Richard Holekamp, Holekamp Lumber Co.
J. Bright, Tremont Lumber Co.
H. W. Wagon, Frost-Johnson Lumber Co.
Wm. M. Stewart.
J. L. Benas, Waldstein Lumber Co.
F. C. Harrington, T. E. Powe Lumber Co.
Roland F. Krebs, Krebs-Schreve Lumber Co.
W. M. Klemk, Julius Seidel Lumber Co.
Hugh Jones, J. F. Ball & Bro. Lumber Co.
C. E. Price, Wm. Buchanan.
A. J. Harris, Harris Lumber Co.

Model Flooring Plant Starts Operation

What is said to be one of the largest and finest hardwood flooring plants in the world has just been started up in Michigan. This factory is located at Menominee and belongs to the J. W. Wells Lumber Company of that city. Preparations for building the plant were under way prior to October, 1909, when the company's sawmill at Menominee was destroyed by fire.

Shortly after the [illegible] of the company, who has been in the manufacture of hardwood flooring for the past thirty years, [illegible] The plant is not yet entirely complete; the exterior structure of the main building is finished and four of the eight flooring machines to be supplied by the American Woodworking Machinery Company have been installed. The plant started operations with fifty men, which will be increased as the plant is completed until [illegible] employees are at work.

The flooring factory is operated by electricity, all machines being driven by individual motors. The plant possesses many unusual time saving devices and many splendid features. One of the most striking is a cleverly devised electric [illegible] conveyor for carrying lumber to dry kilns and rip-saws. This mechanism minimizes the handling of lumber. Six dry-kilns with a capacity of 60,000 feet will keep the saws well supplied with dry material. The dry-kiln building has a capacity of ninety loaded cars. Another excellent arrangement is the dust house, to which electrically driven conveyors and blowers carry all the dust and refuse, which ultimately is conveyed by means of a "hopper-bottom" to the boiler rooms for fuel. In order to insure uniform inspection the factory has been arranged so that each piece of flooring is carried to one point near the bundles and racks, where it is inspected by one grader.

Work is being started on the erection of a sawmill 90 by 206 feet, with a lean-to for the shingle, tie and wood mills, which will be 24 by 150 feet. The sawmill will be fitted with a double band mill, 52-inch Wickes gang, slab resaw, double gang, edgers, trimmers, etc. All machinery in the sawmill, with the exception of the band saw and edger, which will be run by steam, will be electrically driven.

This enormous plant, which will have an annual capacity of 12,000,000 feet of finished flooring, will be devoted to the production of maple flooring. The J. W. Wells Lumber Company owns 20,000 acres of virgin timberland in Marinette and Forest counties, Michigan, about thirty per cent of which is rock maple, thirty per cent hemlock and the rest hardwoods and pine. In addition to the holdings of the concerns in which Mr. Wells is interested he is constantly buying timber and logs, so that the plant has a sure supply for over thirty years at the present rate of manufacture. As a stock for the production of flooring the J. W. Wells company has already over 10,000,000 feet of dry maple. The trade-mark of the output of this Menominee factory is "Diamond Hard."

Associated with Mr. Wells in his flooring enterprise is J. M. Lomprey, who has the reputation of being one of the expert flooring men of the country. Mr. Lomprey has superintended the erection of the new plant and will have charge of its operations.

J. W. Wells is one of the best known lumbermen in Michigan. Besides being president of the J. W. Wells Lumber Company of Menominee, he is at the head of the Bird & Wells Lumber Company of Wausaukee, Wis.; the White Pine Lumber Company of Blind River, Ont., and the Girard Lumber Company of Dunbar, Mich.

New Plant of the Wisconsin Lumber Company at Huttig, Ark.

On October 12 the big double band sawmill of the Wisconsin Lumber Company at Huttig, Ark., was put into operation. Construction on the mill was started last March and at the time of starting was complete to the smallest detail. At this operation hardwoods will be manufactured exclusively, the principal varieties being white and red oak, which the concern purchased from the Frost-Johnson Lumber Company, whose plant is contiguous to that of the Union Sawmill Company.

This model new factory building is admirably located, being about a quarter of a mile south of Huttig on the Little Rock and Monroe branch of the Iron Mountain railway. The structure is two stories in height, with the filing room an additional story above the saws. It is a frame building with concrete foundations and covers an area of 60 by 252 feet.

Not only is the building of model construction, but the arrangement of the plant, the lighting and the equipment leave absolutely no room for improvement. The machinery is of the Filer & Stowell make throughout. It includes a right and left hand band mill with eight foot wheels carrying fourteen inch saws. The right hand carriage has three blocks and the left hand carriage four blocks. The shot gun feed on the right hand side is 4 inches in diameter and 42 feet long; on the left hand 10 inches in diameter and 46 feet long. A Lidgerwood log loader running on tracks 24 feet apart and 200 feet long handles logs from the cars or log yards to the mill. The logs are handled through the haul-up chain on an incline of the usual construction and to the log deck by a double set of kickers, one for each side, and in the usual manner are handled by steam log turners and leaders. A cut-off saw has been installed at the log deck to cut butts from the logs for hub stock. The edger carries five saws; the slashers carry four saws and the trimmers seven.

There is also in the mill three small band saws, two cut-off saws, two rip-saws, a surfacer and equalizing machine, a bending machine, a pole and reach machine, all electrically driven by individual motors. These smaller machines will be used in the production by wagon and harvester dimension stock and their installation shows the wisdom of the company since they will enable a very close utilization of all stock.

The mill site covers forty acres, affording plenty of room for storage sheds and other buildings. Logging will be handled for the present by the Union Sawmill Company.

Power for the plant will be supplied by four Casey & Hedges boilers, with dutch ovens, which are in a building a short distance from the mill. The engine room is also in a separate brick building and adjoins the boiler house. Electric power is generated by an Erie Iron Works engine driving a Westinghouse dynamo of the alternating type. When the machinery, which is electrically driven, is all running it will require about 250 horsepower, in addition to which 250 incandescent lights and eight arc lights will be operated.

The Wisconsin Lumber Company is a Wisconsin corporation, the office headquarters of which are located in the International Harvester building, Chicago. The company was organized in 1906 to take over the timber holdings of the International Harvester Company, the product of which is now sold upon the open market. The company operates mills at Deering, Mo., and Harlan, Ky., in addition to this splendid new mill at Huttig, and has extensive timber holdings in Missouri, Arkansas, Mississippi and Kentucky. The present officers are H. F. Perkins, president; F. R. Gadd, vice-president; H. F. McCormick, treasurer; G. A. Rammey, secretary, all of Chicago.

At Huttig the mill will be in charge of superintendent Henry Pingle. He has the able assistance in the general details of the office work of J. H. Moorehouse, auditor. E. E. Buchanan is sawmill foreman. C. L. Reifenberg, formerly of Cadillac, Mich., sawyer and E. H. Pitts, filer.

Whitings Buy Whole Town

News comes from Asheville, N. C., to the effect that the Whiting Manufacturing Company, the well-known operator with principal offices at Philadelphia, has bought the town of Robbinsville, in Graham county, the extreme western part of North Carolina, and will establish there not only extensive lumbering mills, but a pulp plant, a tannic acid factory and other enterprises. A large hydro-electric development is planned, and the town of Robbinsville will be made an industrial center of importance, where 1,500 men will receive employment when all of the undertakings are under way.

The Whiting company has the support of an English syndicate to the extent of $2,000,000, it is said, and the entire development will entail an outlay of not less than $3,000,000. The purchase involves the entire town, with the exception of two or three small lots and two churches. Negotiations also are under way for the purchase of the court house, and the county seat will probably be removed to some other town. Robbinsville was selected by the promoters as the center of the projects planned because the Whiting company already owns most of the timber land in Graham county, having other holdings in Blount county, Tennessee. The town is a strategic point, as it is on the junction of two streams. The Whiting company will give Graham county its first railroad and will open up that section generally.

Marriage of S. C. Major

The editor of HARDWOOD RECORD is indebted to Jefferson Messick of Memphis, Tenn., for an invitation to be present at the marriage of his sister, Miss Helen Messick to Samuel Chester Major at Calvary Church on Thursday evening, October 27.

Mr. Major is the well-known and popular president of the Memphis Lumbermen's Club and the head of the wholesale hardwood house of the S. C. Major Lumber Company of Memphis.

It is announced that the bride and groom will be at home at the Gayoso Hotel after December 1, where they will reside for some time.

To the many congratulations that are being extended to the popular Memphis lumberman, HARDWOOD RECORD wishes to add its most hearty felicitations. It can assure Mrs. Major-to-be that if the groom will be half as good a husband as he is a lumberman she will be perfectly satisfied with him.

New Nashville Concern

To the large and diversified lumber fraternity of the city of Nashville has recently been added another important concern, Douglas & Howell, who will conduct a hardwood manufacturing business specializing in white oak and poplar. Headquarters have been opened in the Stahlman building, and already has got into the activity of the city's business. The concern will be supplied by its two mills at Cherokee, Ala., and Camden, Tenn. These mills are adjacent to sufficient timber to keep them supplied with high-grade stock for a long time in the future.

R. H. Howell is not a stranger in Nashville, as for a number of years he was connected with John B. Ransom & Co. and the Nashville Hardwood Flooring Company, during which time he made many loyal friends among Nashville lumbermen. Richard Douglas, the other member of the firm, has been actively engaged in the lumber business for a number of years. He has had excellent experience, and possesses thorough knowledge of all phases of the business.

As this concern will manufacture its own stock from splendid timber it will ship direct from its mills to customers. It starts operations under unusually favorable conditions and will undoubtedly have smooth and successful sailing from the first.

In the small village of Polstead, Suffolk, England, there stands a gospel oak which, it is said, is 2,000 years old. The tree is 36 feet in circumference. These oaks take their name from the fact that they served as stations at which Christian missionaries preached to the Angles and Saxons 1,300 years ago. Very few of them remain standing at the present time.

New Veneer Warehouse

C. L. Willey's new four-story brick fireproof veneer warehouse in connection with his big plant at Robey street and Blue island avenue has been completed and is already stocked with veneers. Mr. Willey has housed in this new and adjoining warehouse the largest stock of veneers in the United States, aggregating upwards of 11,000,000 feet. The stock comprises figured mahogany, English oak, paduc and a collection of nearly every variety of foreign and domestic woods in veneer form. While a large portion of the stock is sawn veneers, Mr. Willey also carries a large stock of sliced and rotary cut poplars, maple and other veneers made from domestic woods.

Last week the Willey institution received an additional large consignment of figured mahogany and vermillion logs. Both the Willey plants at Chicago and Memphis are running in full force and the house reports an excellent volume of business.

Veneer News Notes

The new plant of the Linderman Box & Veneer Company at Eau Claire, Wis., is almost completed and within a very short time the company expects to have it in full operation with an increased number of employees the year round. The factory is a model in every respect and is equipped with up-to-date machinery.

* * *

Following the incorporation of the Heimberger & Drinkard Veneer Mills at New Albany, Ind., the concern announces that additional machinery will be installed in its plant, making the output of veneers almost double the former amount. This concern has been unusually successful from the start. It was organized about two years ago and for the past few months has been working a day and a night shift, getting out its product of sawed veneers, which has all been contracted for in advance.

* * *

The Anderson Veneer & Sawmill Company has begun operations in Parkland, just out of Louisville, Ky. It is run in connection with the Louisville Planing Mill and the Kentucky Hardwood Flooring Company, which are operated by W. V. Shepardson. O. Anderson is the principal owner and W. V. Shepardson is manager. The mill is working on quarter-sawed oak veneers and although it has been in operation but a short time the future for the business seems bright. The veneer mill is equipped with some of the machinery of the old Peerless Veneer Company which operated in Louisville a short time.

* * *

The Cincinnati (O.) Panel Company has been incorporated with $100,000 capital.

* * *

The Texarkana (Ark.) Seating Company, recently organized, will establish a plant for the manufacture of school desks, chairs and other furniture.

* * *

The Milford Veneer Company has been organized at Milford, Ind., to operate a veneer plant. Those interested in the company, which is capitalized at $20,000, are S. E. Hollopeter, John Beer and Emma E. Hollopeter.

Notable Nashville Wedding

At four o'clock on Saturday, October 29, at the Presbyterian Church of Nashville, Tenn., will be solemnized the wedding of Harry A. Batchelor, Jr., head of the Tennessee Oak Flooring Company, to Miss Estelle Shook, daughter of Col. A. M. Shook, a millionaire of that city. Rev. James I. Vance will officiate. The church will be beautifully decorated and the bridal party will include some twelve or thirteen bridesmaids and groomsmen. Mrs. E. A. Price, sister of Miss Shook, will be matron of honor, and her daughter, little Miss Margaret Price, will be maid of honor. The wedding will be followed by an elaborate reception at the home of the bride, and a large number of out-of-town guests will attend.

Mr. Batchelor, who draws this lucky prize in the matrimonial game, went to Nashville a little over a year ago from Saginaw, Mich., and established an immense flooring plant there, in which a quarter of a million dollars are invested. He is very popular with lumbermen in Nashville social circles, which duplicates his popularity and standing in his home city.



HARRY J. BATCHELOR, JR.



MISS ESTELLE SHOOK.

Miss Shook is one of the most beautiful, charming and talented young ladies of Nashville.

The bride and groom have the most hearty congratulations of Hardwood Record.

The Big Taft-Balch Syndicate of Cincinnati

About a year ago a party of Cincinnati capitalists were induced to look into a project embracing the purchase of 60,000 acres of timber land in Louisiana, with a view to investment. Several meetings were held and a visit to the timber land by those interested was finally decided on. An expert timber cruiser went with the party, who spent two weeks in the survey, in the meantime enjoying "roughin it," and the hunting and fishing. Upon the return to Cincinnati a syndicate headed by G. R. Balch was formed and sufficient capital interested to take over the property. For a time it was debated whether to parcel the land out to mill men and let them cut off the timber or form an operating company to cut the timber and then put the land on the market for farming purposes.

The argument for an operating company finally prevailed, and work was at once commenced to that end. It then developed that another Cincinnati syndicate, known as the Taft syndicate, owned ten thousand acres adjoining the tract of the Balch syndicate. Overtures were made to the Taft people and the two holdings were consolidated as the Taft-Balch syndicate. This arrangement gives control of 70,000 acres of the finest oak and red gum timber land now standing in the United States. The timber land lies in Concordia and other parishes in Louisiana and is easily accessible to the Black River, Tensas and Bayou Macon.

The land proposition having been finally consummated, upon the advice of S. A. Conn, the noted timber cruiser, who is familiar with every foot of timber on the land, it was decided to form an operating company to erect mill plants and manufacture and dispose of the lumber through the foreign and domestic markets, the property being readily accessible to the Mississippi River. A part of the plan determined upon by the new company is to operate towboats and barges for handling their output through New Orleans to the foreign markets, and also reach the domestic trade through Cairo, St. Louis and up-river centers. The completion of the nine-foot stage on the Ohio River will enable the company by means of barges to put lumber in the Cincinnati and Ohio River markets at a lower rate than by rail. The company will build its own boats and barges should any difficulty be experienced in procuring the necessary transportation.

Contracts have already been closed for a mill of 50,000 feet daily capacity, with all the latest improved machinery. The general manager of the new company, S. A. Conn, is on the ground superintending the erection of the new band-mill, which it is expected will be installed and cutting lumber by February 1, 1911.

This is but the preliminary work to extensive operations, as mills will be erected at various points on the land as rapidly as possible.

The operating company has been incorporated under the laws of Louisiana, with a capital of $100,000, for the purpose of erecting a mill on the bank of the Tensas River, the northern boundary of the property and on the line of the N. & W. Railway.

The company is named "The Tensas River Lumber Company, of Louisiana," and is officered as follows: President, Geo. R. Balch; vice-president, Cliff S. Walker; treasurer, C. A. Bosworth; secretary, L. C. Black; the additional directors are C. P. Taft, L. A. Ault and S. A. Conn. A number of well-known Cincinnati capitalists are stockholders in the concern.

This list of names, all of Cincinnati, speaks well for the financial solidity and success of the new organization. S. A. Conn, the general manager, is well-known to the lumber and timbermen of the country as the best posted man on standing hardwoods in the West and South. "Sam" Conn, as he is familiarly called, says that he has known this property for ten years and been over every foot of it. He considers it the finest piece of timber land in the country, especially for oak and red gum.

Temporary headquarters of the big company are in Cincinnati, and it is expected that the general headquarters will be permanently located there. Manager Conn has opened an office for the company at Natchez, Miss., for the trans-

action of practical business. Cliff S. Walker, vice president of the company, is the president of the Rose Land & Lumber Company of Cincinnati, and the energetic president of the Lumbermen's Club of Cincinnati.

W. P. Brown & Sons Start New Mill

The new band mill of the W. P. Brown & Sons Lumber Company at Dickson, Tenn., was started up a few weeks ago under most favorable conditions. The mill is a model structure, equipped with new machinery throughout. It has been cutting on an [illegible] exceptionally fine logs which the company's popular manager, John M. Smith, has accumulated at the Dickson yard. The stock, which includes about 1,300,000 feet, 50 per cent oak, 25 per cent poplar and the rest chestnut, ash and walnut, is the finest supply of logs ever seen at one time in that section of Tennessee. Almost three-fourths of the logs are fourteen and sixteen feet in length, and Mr. Smith says that the exceptional length of these timbers should win for Dickson the title "Home of fourteen and sixteen-foot lumber." For a considerable time the concern has been in need of long timber; it has tried to buy enough to keep its mill supplied, and has now about accomplished this end. Besides the logs already on the yards at Dickson, Mr. Smith has three-quarters of a million feet on the railroad ready to be brought in. The W. P. Brown & Sons Lumber Company's headquarters are at Louisville, Ky.

A Splendid Tool

It is gratifying to be able to call attention of HARDWOOD RECORD readers to another new Fay & Egan machine, as these people manufacture such a high-grade line that every new device they put out meets an interested body of users. This new tool is a double spindle shaper, designed to meet the most exacting requirements of furniture factories and all kinds of woodworking plants.

In the company's large illustrated circular treating of this machine particular attention is drawn to the extreme high speed of the spindles, insuring perfect work and maximum output.

The spindles are made of forged crucible steel and are mounted in very rigid housings which are fitted into planed gibbed ways their entire length. These housings are adjustable vertically by hand wheel (as can be seen in the illustration) operating through cut spiral gears, thus requiring no extra locking device. Each housing is independent of the other. Both spindles drop below the table.

On this page is a cut showing a section giving the details of the spindle bearings of this new machine, which are tapered and made of phosphor bronze, having oil reservoirs completely around the inner bearing, and designed in such a manner that a continuous flow of oil is assured. Each bearing is independently adjustable by the use of one screw, with provision for taking up wear. The oil reservoir is covered so that no dirt can get into the bearings. This construction is said to insure the highest speed possible.

Another valuable feature of this machine is the construction of the countershaft, the base of which is cast in one piece, on which all the pulleys and belt shifters are mounted. This is a new feature distinctive of the Fay & Egan machine, and makes the most rigid construction, also eliminating all assembling on arrival at destination. Adjustable independent idlers are provided to take up the slack in either belt, maintaining the proper tension at all times.

The table is planed true and firmly bolted to the column. It is fitted with concentric rings, ten inches in diameter, which are removable. The column is a single-cored casting, very heavy and with broad floor support. It is of such design that it is not in the least in the operator's way, and it supports the working parts without vibration.

Further information about this new and valuable tool may be had by interested parties by writing the manufacturers at 414-434 West Front Street, Cincinnati, for the large illustrated circular.

Forest Fires in Northern Minnesota

The loss of human life and property resulting from the terrific forest fire which has been burning for days in northern Minnesota is appalling. It is reported that the loss of human lives will reach one hundred, and about $3,500,000 worth of property has been destroyed, including two towns and many hundred acres of forest land. Twenty-seven persons are known to have perished in the flames, and a large number are homeless and penniless.

The villages of Baudette and Spooner, on opposite sides of the Baudette river, were utterly destroyed. The Shevlin-Matthieu Lumber Company, which has a fine plant at Spooner, saved its factory, but the extensive yards were swept by the fire and 100,000,000 feet of lumber burned. The loss from this fire will reach about $1,500,000, with only nominal insurance. The lumber company's plant, its office building and three large dwellings for employees are all that are left of the town of Spooner. Two lives were lost in the fire.

The Rat Portage Lumber Company, just across the river at Rainy Lake, Ont., sustained a loss of $600,000 on its plant, and the entire town was threatened. The company's sawmill and 26,000,000 feet of lumber were destroyed; the concern had but little insurance on the property lost.

All that remains at the town of Baudette are a couple of small buildings and the Canadian Northern depot. The Engler Lumber Company, located at Baudette, had 300 men fighting the fire to keep it from its property for a week, and it was only by such strenuous means that the company escaped total loss. Other lumber companies at Baudette managed to save their factories and yards, though all of them have lost some standing timber.

Fire is still burning over a stretch of about 100 miles of territory in Minnesota, all of it grown heavily with timber. Only a small amount of pine has been burned, the heaviest loss being on cedar, birch and pulpwood. There has been little rain in this section since last July, and the fire spread rapidly when fed by the wind. The fire which destroyed Baudette and Spooner was caused by a terrible wind storm, which carried fire brands a quarter of a mile from the burning districts round about. Many hundreds of settlers have been burned out and there will be much hardship for a year or more.

Organization of Georgia Conservation Association

During the sessions of the Southern Conservation Congress, which were held recently at Atlanta, a great deal of attention was given Georgia's timber interests. It developed during the discussion of this subject that the leaders of the conservation movement and the lumbermen of the state are of the same opinion in the matter of preserving the resources of the state, and will co-operate effectively in this direction. A state conservation association has been organized, the chief aim of which will be the wise and prudent development of the natural resources of the state.

In regard to the forests the policy will be to protect stands at the headwaters of streams and to prevent the cutting of small trees. An effort will also be made to reclaim swamp lands for agricultural purposes. This will be of importance to lumbermen, since there are in Georgia considerable areas of swamp land heavily grown with cypress and other valuable woods. When the state undertakes the draining of these lands the lumbermen will naturally be interested.

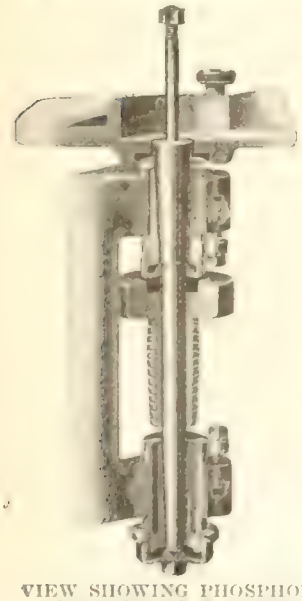
Some telling facts in regard to the resources of Georgia were brought out in the discussion. Of the 38,000,000 acres embraced within the boundaries of the state, approximately seventy per cent is forest land, which includes trees of practically all varieties native to the eastern states. There are more than one thousand sawmills in operation in Georgia employing between fifteen and twenty thousand men. The annual timber cut was estimated at from eight hundred million to one billion and a quarter feet, with an approximate value of between eighteen and twenty-five million dollars. Mr. Pinchot declared that the timber lands and water powers of the state are second in value only to the agricultural interests.

Judge John C. Harp, until recently attorney general of the state, was elected president of the Georgia Conservation Association. It is expected that at the next session of the legislature a bill to create a state department of forestry will be presented.

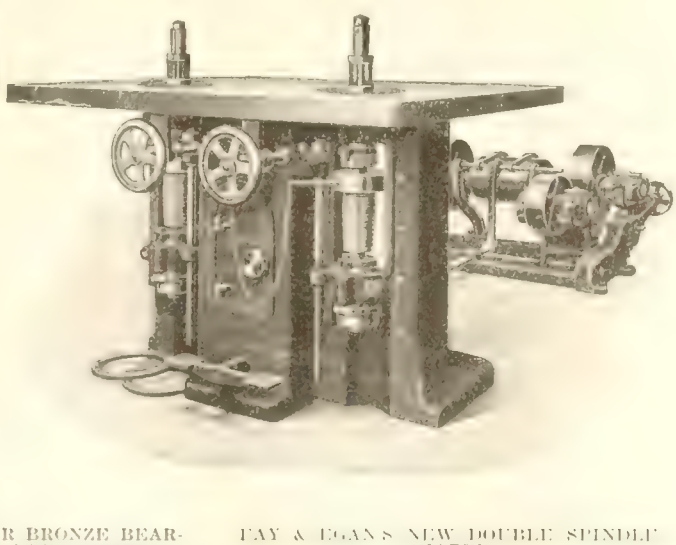
August Report of Exports and Imports for 1910

The total volume of trade of this country for August in wood and manufactures of wood shows a favorable balance of trade in these products, in favor of this country.

There were imported during this month considerable more than a million feet of cedar cabinet wood worth about $70,000, while the value of the mahogany import for the month was well



VIEW SHOWING PHOSPHOR BRONZE BEARINGS ON FAY & EGAN'S NEW SHAPER



FAY & EGAN'S NEW DOUBLE SPINDLE SHAPER

above $200,000, both figures being practically double the figures for August of 1909. The total for the eight months ending August was, for cedar, more than five times that for August, 1909, and double the value for mahogany. The United Kingdom sent a large per cent of the total.

The value of logs and round timbers imported during August of 1909 was more than $100,000 greater than for August of this year. The total for the eight months ended August, 1910, showed, on the other hand, a decided increase over the same period for the year previous. The pulpwood brought into this country during August was valued at $100,000, which was an increase of about $75,000 over the product for August, 1909. The eight months' period showed a still further advance over last year's figures.

Of the manufactures of lumber, a general line of rough sawed lumber, planks, etc., valued at $2,200,000, was imported during August, which was approximately the same as for the previous year. The total for the eight months' period was, however, about $1,000,000 increase over 1909. Cabinet ware and house furniture to the value of about $500,000 was imported during the eight months ended August, 1910.

A remarkable increase in the value of wood pulp, especially in the mechanically ground product, is evident this year, there being a total of almost 30,000,000 pounds imported, which was valued at more than $200,000, against about $50,000 for August of 1909. The value of the unbleached wood pulp imported was considerably greater but did not show the remarkable increase, the total for August being worth $550,000.

Summing up, the total imports of wood and manufactures of wood, dutiable and free, aggregated during the month, in 1910, $5,995,000, against $5,582,000 in 1909. For the eight months period there was an increase of about $4,500,000, the total for 1910 being $34,600,000.

The total export of all kinds of hewn and ground timbers and logs aggregated for August $1,475,000, which was a favorable figure compared with August, 1909. The total for the eight months ending August, 1910, was $2,000,000 greater than for that period of 1909, totaling $11,150,000. The value of the lumber exported during the month in the form of boards and planks and various sawn products was $3,811,000, an increase of approximately $1,000,000 over 1909. The United Kingdom took the bulk of this export. Of the manufactured products, furniture leads by a wide margin, the total value of furniture exported during August being $555,000, which is an increase of $150,000 over August of 1909. The total value of various other manufactures of wood exported is about $675,000, and includes trimmings, mouldings and general house furnishings, woodenware, wood pulp, etc. The value for the same product for August, 1909, was about $560,000. The total export value for the wood and manufactures of wood amounted to about $8,000,000 for August, against $6,500,000 for August, 1909. A total value of $58,600,000 for the export of the same variety of product during the eight months ending August, 1910, shows an increase of almost $10,000,000 over 1909.

To Preserve Dry Kilns

Owners of lumber dry-kilns recognize the fact that dry-kiln buildings, no matter how constructed, depreciate faster than any other structures employed in the manufacture and housing of lumber. The constant subjection to steam and dampness, alternating with excessive heat, makes them decay very rapidly. Wood absorbs from 30 to 50 per cent of its own weight in the form of water or acid solutions under the conditions named. A single brick will absorb a pint of water, while a cement wall is a veritable sieve. The loss of heat and decay of the wood, softening of bricks in the summer and shelling of walls from frost in winter all militate against the permanency of dry-kiln structures.

Experiments with high-priced paints have shown them to possess little value for preserving dry-kilns. Some concerns have spent thousands of dollars in experimenting with coatings for preserving dry kilns, but it has remained for the Grand Rapids Veneer Works of Grand Rapids, Mich., manufacturers of a dry-kiln equipment now well known, to invent a coating that has stood a four years' test. This preparation is called Ebonoid.

The Grand Rapids Veneer Works invite inquiries from the seventeen thousand dry-kiln users in the United States regarding this new preservative. The RECORD is informed that Ebonoid is a low-priced material, and beyond permanently preserving dry-kiln structures effects an economy in heat that is equivalent in dollars and cents to ten times the amount of the total cost of its use. Further particulars can be secured from the Grand Rapids Veneer Works, Grand Rapids, Mich.

Miscellaneous Notes

The Brinkley Hardwood Manufacturing Company, Brinkley, Ark., has recently gone out of business.

The Bloomberg-Michael Furniture Company is a new concern for Richmond, Va., capitalized at $15,000.

It is announced by the Great Southern Lumber Company, Bogalusa, La., that it will rebuild its planing mill which was recently destroyed by fire.

A new concern to take over, cultivate and deal in and with hardwood material is the Atlantic Hardwood Timber Company of Wilmington, Del.

The Harrison-Stephenson Lumber Company of Wistar, Tex., recently filed amended articles showing a decrease in its capital stock from $25,000 to $12,500.

The Hall & Legan Company, Morton, Scott county, Miss., was recently capitalized at $200,000. The incorporators are A. B. Hall, J. W. Legan and Jeff Kent.

The Corinth Chair Company of Corinth, Miss., announces it will increase its capital stock from $50,000 to $100,000, and will build a large factory at North Mobile, Ala.

The Franklin Woodenware Company of Columbus, O., has been incorporated with a capital stock of $10,000 for the purpose of manufacturing all kinds of wooden articles.

The Bellingham Manufacturing Company has been incorporated at Bellingham, Wash., recently. It will establish a plant for the manufacture of all kinds of woodenware.

A new concern to enter business at Minneapolis, Minn., is the Brandt Lumber Company. It is capitalized at $50,000 and its incorporators are D. V. McLaughlin and C. J. Larson, both of Minneapolis.

Fire originating in the furniture store of Higginbotham, Harris & Co. of Rule, Tex., recently destroyed its store and adjoining lumber yard. The loss amounted to $18,000, partially covered by insurance.

A new concern to enter business at Coleridge, N. C., is the Coleridge Manufacturing Company, incorporated with a capital stock of $10,000. The company will manufacture bent chair stock and other dimension material.

The Seybold Piano & Organ Company, Elgin, Ill., announces that it will erect a three-story addition, 52 by 115 feet, to its plant, also a new dry-kiln and power house. It is estimated that the improvements will cost about $30,000.

A new concern being organized in Hutchinson, Kas., is the Sunflower Cabinet Company. It will engage in the manufacture of kitchen cabinets and other kitchen furniture. The officers of the concern are A. J. Puegh, president, and C. E. Puegh, secretary.

A new concern to manufacture and deal in lumber is the Chenoweth Creek Lumber Company at Elkins, W. Va.. Its capital stock is $20,000 and the incorporators are William H. Cobb, L. A. Steward, R. H. Allen, Claude W. Maxwell and Samuel T. Spears.

Quebracho wood from the River Plate region is being more largely used by American makers of tanning materials, the imports during the first eight months of 1910 amounting to $928,531, against $490,519 worth in the 1909 period and $199,467 in the 1908 period.

The Hanson-Walles Company of Wells, N. Y., has been incorporated with a capital stock of $150,000 to deal in timber and timberlands. The directors of the company are Josephine B. and J. Howard Hanson of Speculator, and Anna T. and N. Blair Walles of Northport.

A new concern for Salt Lake City, Utah, is the Crescent Manufacturing Company, incorporated with a capital stock of $50,000. The concern announces that it will devote its energies largely to the manufacture of high-grade caskets. J. A. Brown is its president.

The Enterprise Lumber Company is a new concern for Woodland, Cal. Its capital stock is $10,000, of which $4,000 has actually been subscribed. The directors of the company are Arthur Milnthorpe, B. A. Nixon, A. G. Bailey, W. S. White and Herman Kuhn, Jr.

The Michelson-Hanson Lumber Company of Lewiston, Mich., which has operated in white pine, hemlock and hardwoods for many years, has exhausted its timber holdings and is closing operations. All the company's remaining stock will be shipped during the next two weeks.

The sawmill of the National Wagon Stock Company at Little Rock, Ark., was recently destroyed by fire. The loss is estimated at $6,000, fully covered by insurance. The plant will be rebuilt at once. The fire is supposed to have started from a spark which came from the engine room.

The smallest engine of the world has been described again. It is called "Tiny Tin," and is said to weigh four grains, complete. It is made of gold and steel, and is so small that a common housefly seems large in comparison. It is interesting as a curiosity, however, rather than a demonstration of practical value mechanically.

Plans are now under consideration for the erection of an addition to the factory of the Imperial Furniture Company near Broadway and North streets, Grand Rapids, Mich. It is planned to build a four-story brick building 165 by 65 feet. The large and increasing business of the company has made this addition necessary.

J. R. Shoupe recently opened offices in Longview, Tex., where he will deal in wholesale hardwood lumber, devoting his attention especially to the export trade. Mr. Shoupe announces it as his intention to ship only high-class stock. He will make a specialty of oak, but will also handle walnut, persimmon and Bois d'Arc.

The George A. Blessed Lumber Company recently filed papers of incorporation at Birmingham, Ala. The concern is capitalized at $10,000 and will commence business with the entire capital stock paid in. A general lumber business will be conducted. Its officers are George A. Blessed, president; Thomas A. Yancey, vice-president and M. N. Morganreidge, secretary.

The Ohio Valley Company of Breckinridge county, Kentucky, has increased its capital stock from $50,000 to $200,000. The incorporators are C. P. Bush, J. H. Dean and J. W. Ford. The company is located in Breckinridge county, but has offices in Louisville. It was recently reported that a reorganization is in prospect and that extensions of its operations will be provided for.

The Mackinaw Land & Lumber Company at Port Huron, Mich., was recently organized with the following officers: President, B. C. Kinch; secretary, H. E. Hall; treasurer, F. T. Moore.

A. F. Wright, H. Clausen and the above officers compose the board of directors. This company has a large tract of land in the upper peninsula and is buying more whenever a good opportunity presents itself. It has saw, shingle and lath mills and contemplates doing considerable lumbering.

C. E. Humble of Asheville, N. C., has recently established in Graham county, N. C., one of the largest band sawmills in that part of the state. The mill is located at Yellow Creek and has a capacity of 30,000 feet of hardwood per day. Mr. Humble says his company will build a railroad from the mill to Fonta, N. C., to connect with the Murphy branch of the Southern Railway. The plant at Yellow Creek is now ready for operation and has a timber tract of fully 100,000,000 feet to develop.

The plant of Maxwell Brothers Company, box manufacturer, on Loomis street at the northeast corner of West Twenty-first place, has been sold at receiver's sale by order of the circuit court, to Sidney A. Horner for $81,000. It is on a site 270 by 122 feet on the corner and on 225 by 127 feet on Twenty-first place, 138 feet east of Loomis street and 75 by 108 on Loomis street, 291 feet north of Twenty-first street. A quitclaim deed to the Continental Trust & Savings Bank was filed. The sale includes the machinery, equipment and stock.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

Among the Chicago visitors last week were J. M. Keys of Terre Haute, Ind., largely interested in the Kentucky Lumber Company of Cincinnati, O., Burnside and Williamsburg, Ky.

W. C. Calhoun of the Frost Veneer & Seating Company, Sheboygan, Wis., was a Chicago visitor last week.

Among sundry veneer and panel people who were visiting in Chicago last week was E. V. Knight of the New Albany Veneering Company of New Albany, Ind.

J. J. Linehan of the Linehan Lumber Company, Pittsburg Pa., spent several days in Chicago last week on business connected with his company.

Gus J. Landeck was a welcome visitor in Chicago a few days ago.

The redoubtable J. H. P. Smith of the Hardwood Lumber Company, Cincinnati, jollied quite a bunch of orders out of his Chicago trade last week.

D. E. Kline, well-known veneer man of the Louisville Veneer Mills, Louisville, Ky., accompanied by his wife, spent several days in Chicago last week.

Burdis Anderson of the Great Lakes Veneer Company, Munising, Mich., was among the contingent of veneer men visiting Chicago during the last few days.

Among the coterie of veneer men in the city lately was E. W. Benjamin of the Cadillac Veneer Company, Cadillac, Mich.; P. B. Raymond, of Adams & Raymond, Indianapolis, Ind.; L. P. Groffman of the St. Louis Basket & Box Co., St. Louis, and F. L. Zaug of the Wisconsin Chair Company, Port Washington, Wis.

R. C. Dayton of the Wisconsin Veneer Company, Rhinelander, Wis., spent several days in Chicago last week.

W. B. Morgan, secretary of Anderson-Tully Company, Memphis, Tenn., was a welcome Chicago visitor last week.

W. E. Delaney, manager of the Kentucky Lumber Company, Cincinnati, O., was in town last week and incidentally saw some of the ball games.

Frank Spangler, the well-known hardwood and porch column manufacturer of Toledo, O., was a caller at the RECORD office on October 19. Mr. Spangler has recently opened an office at 574 Randolph building, Memphis, Tenn., with C. C. White in charge. This branch will be largely a buying office to take care of purchases in southern lumber which Frank Spangler Company markets in the Ohio trade.

D. S. Hutchison of the Pearson-Hutchison Lumber Company, Nashville, Tenn., spent a day or two in Chicago last week on business and left for a Wisconsin trip. Mr. Hutchison reports a very good trade in oak flooring.

J. M. Schultz of Schultz, Holloway & Co., 1107 Fisher building, Chicago, spent a large portion of week before last at French Lick Springs, Ind., where he makes his headquarters when keeping in touch with the dozen hardwood sawmills in that vicinity, which are under contract to his house for the production of car oak and poplar.

W. B. Heinemann of the Heinemann Lumber Company of Wausau, Wis., started out early in the month accompanied by his wife and a party of friends in an automobile and motored to French Lick Springs, Ind., where he and the party spent a week, and then returned to Chicago, where they spent several days in "doing" the theaters and baseball before proceeding home. Mr. Heinemann made the run from French Lick Springs to Chicago in less than eighteen hours' running time, and says he had delightful weather and roads on both the outward and home-going trips.

J. S. Houston of J. S. Houston & Co., Marquette building, has been away for several days on a business trip.

John Riel of the Keith Lumber Company, just returned from a visit of several days to New York. Mr. Reil has been serving for some time on the Grand Jury of this county.

James Maloney, president of the Maloney Belting Company of Chicago, is in New York on a short busines strip.

W. C. Schreiber of Herman H. Hettler Lumber Company left last Sunday for a business trip through Michigan points. Mr. Schreiber will be away from the city about two weeks.

C. D. Clark, president of the C. D. Clark Lumber Company of Merrill, Wis., visited his lumbermen friends in Chicago this month.

F. H. Schultz of the Schultz & Holloway Company and of Schultz Brothers & Cowan has been visiting southern points and returned to the city a few days ago.

H. Ballou of Cobbs & Mitchell, Inc., Cadillac, Mich., was a recent visitor to the RECORD offices. Mr. Ballou is in Chicago to see the *last* game between Chicago and Philadelphia. He was accompanied on the train from the Detroit meeting of the Michigan Hardwood Manufacturers' Association by several other lumbermen of note in the northern territory, among whom were Bruce Odell of the Cummer-Diggins Company, Cadillac; W. E. Kelly of the Brownlee-Kelly Company, Detroit, and J. J. Comerford of the Detroit Lumber Company, Detroit.

J. S. Hurd, who is in business for himself at 43 South Water street, has been out of the city for several days on a business trip.

George C. Robinson, secretary of the Parrish Lumber Company, Parrish, Wis., was in Chicago on Thursday of last week.

R. C. Schultz of the Goodman Lumber Company, Goodman, Wis., spent a few days in Chicago on business recently.

W. G. Staples of the Northwestern Cooperage & Lumber Company, Gladstone, Mich., spent several days of last week with the Chicago trade.

J. Delaney, the American Car & Foundry Company's lumber buyer, made a recent business trip to the Chicago market.

A. C. Benson, formerly manager of the Michigan Retail Lumber Dealers' Mutual Fire Insurance Association, intends to open up an office for himself in this city very shortly, where he will conduct his own business under the style of the Lumber Insurance Bureau. Mr. Bensen will be the representative of such firms as the Lumber Insurance Company, New York; Toledo Fire & Marine Insurance Company, Sandusky, O., and the Adirondack Fire Insurance Company of New York.

The RECORD asknowledges receipt of an invitation to attend the launching of the schooner William E. Litchfield from the shipyard of F. S. Bowker, Phippsburg, Me., which occurred Tuesday morning, October 18, and which was successful in every way. The building of this new vessel is a venture of William E. Litchfield's, the well-known Boston lumberman.

On October 12 at Fitchburg, Mass., occurred the marriage of Miss Ruth Allen Woodward to G. K. Simonds, both of that city. Mr. Simonds is treasurer of the Simonds Manufacturing Company and is the second son of Daniel Simonds, president of the great saw manufacturing company which bears the family name. The RECORD extends its heartiest congratulations to the young couple.

As this issue of the RECORD goes to press the Oak Flooring Manufacturers' Association is holding its annual meeting at Cincinnati, O. The Lumbermen's Club of Cincinnati, famous for the royal entertainment it always plans for the many conventions which are held in that city, has appointed the following committee to look after the good times on this occasion: George W. Morgan, chairman; W. J. Eckman, C. M. Clark, B. F. Dulweber and W. H. Hopkins. The next issue of the RECORD will contain a detailed account of this meeting.

NEW YORK

The New York Dimension Supply Company, headquarters 1 Madison avenue, with factory and yards at Evansville, Ind., is in bankruptcy, with liabilities of over $80,000 and assets of $50,000. The local office will be wound up. Arthur Bailey, for several years manager of the New York office, has engaged in the wholesale piano and dimension stock business on his own account, having taken over the old quarters of the company.

Much satisfaction is expressed in local trade circles over the nomination of John A. Dix, of the well-known Lewis Thomson & Co. interests of Albany, N. Y., as candidate for governor on the Democratic ticket. Mr. Dix is widely and favorably known locally and it is needless to say will come close to polling the full lumber trade vote.

S. E. Slaymaker and his associates in the West Virginia Pulp, Paper & Lumber Company, headquarters Fifth Avenue building, this city, and operations at Cass, W. Va., have just organized the Green Brier, Cheat & Elk Railway Company of Cass, W. Va., to build a new line from Bemis to Webster Springs at an expenditure of over half a million dollars. Mr. Slaymaker is head of the lumber department of the company, and is likewise president of the new road. The new line will open up a vast amount of timber and coal resources comprised in the big holdings of these interests in West Virginia.

The George D. Emery Cigar Box Company, a subsidiary of the big George D. Emery mahogany interests, headquarters 17 West Forty-second street, Manhattan, suffered fire loss in its cedar wood storage plant at Long Island City, last week, entailing a loss of $25,000, fully covered by insurance.

Following the disastrous fire in the large hardwood premises of Moore Brothers, Twenty-fifth street and Eleventh avenue, as reported in the last issue of the RECORD, the firm has leased temporary offices at 535 West Twenty-fourth street, and is already busy cleaning up the premises preparatory to restocking and resuming business. In the meantime the firm has also made outside arrangements through which it will be able to take care of its trade.

A. J. Cadwallader of George F. Craig & Co., Philadelphia; E. B. Malone, Watson, Malone & Sons, that city, and President James S. Davis of the Cross, Austin & Ireland Lumber Company, Brooklyn, left here on the 14th for two weeks' hunting trip in Maine.

The wholesale hardwood flooring business of H. D. Bowen and the white cedar and North Carolina pine business of J. B. Mitchell have been merged under the style of H. D. Bowen & Co., with headquarters at 1 Madison avenue. All the previous mill connections enjoyed by both parties have been taken over by the new company, and as all parties in interest are widely and favorably known, their future activities should be successful. They will make a specialty of hardwood and pine flooring as well as handling considerable general lumber at wholesale.

H. D. Billmeyer, Billmeyer Lumber Company, Cumberland, Md., specialist in heavy hardwood timber, was a recent visitor in town on business. Mr. Billmeyer, as chairman of the special committee of business men of Cumberland, recently accomplished the good work of raising $60,000 in ten days for a Cumberland Young Men's Christian Association Gymnasium, which is certainly going some in these times.

The new hardwood flooring warehouse of W. D. Magovern at Second avenue and Fortieth street, Brooklyn, is now nicely in operation and the facilities thus provided for quick shipment to the trade on all hardwood flooring stocks is being increasingly appreciated by the dealers in that section. The new warehouse is stocked with some of the finest brands of hardwood and yellow pine flooring in the country.

C. L. Willey, prominent veneer manufacturer and wholesaler of Chicago, and branch warehouse at the foot of East Tenth street, Manhattan, is spending several days in town.

Frederick Buse, for many years a leading packing box manufacturer of this city, with large plant at Thirtieth street and First avenue, Manhattan, died October 10 in his sixty-seventh year. His business will be continued along the same lines by his son, Frederick Buse, Jr.

During the fortnight the following new members have been elected to membership in the Lumbermen's Club of New York:

F. R. Merrall, F. R. Merrall & Co., New York City.
G. B. Woodhull, H. M. Stratton, New York City.
John Carrington Yates, New York City.
E. H. Comstock, Edward Comstock, Rome, N. Y.
Joseph P. Dunwoody, Fleck & Dunwoody, Philadelphia, Pa.
Chester T. Hubbell, C. T. Hubbell & Co., Albany, N. Y.
Horace G. Hazard, H. G. Hazard & Co., New York City and Philadelphia, Pa.
John R. Meyers, F. W. Meyers & Co., Rouses Point, N. Y.
John W. Love, Love, Boyd & Co., Nashville, Tenn.
Henry Patton, Patton & Co., Albany.
James H. Williams, Williams Towing Line, Albany, N. Y.
Harry Rankin, Goshen, N. Y.
H. A. Todd, Plainfield, N. J.

Among out-of-town visitors to the Lumbermen's Club during the past week were F. C. Hughson, Albany; J. M. Hastings, Pittsburg; W. H. Judd, Stamford, Conn.; O. C. Quarterman, East Orange, N. J.; R. A. Fowler, Brooklyn; G. J. McDonald, New York City; J. C. King, Norfolk, Va.; R. L. Jones, Saginaw, Mich.; Spencer Smith, New York City; Joseph Bailey, Patchogue, N. Y.; William D. Gill, Baltimore; E. L. Fischer, Cleveland, O.

Charles Greenleaf Street of the American Woodworking Company, New York, manufacturer of woodwork, died October 14, at the Sloane hospital, of general debility superinduced by kidney trouble. Mr. Street was born at Fishkill, N. Y., sixty-one years ago and moved to New York in 1855. He engaged in the lumber business till 1862 and later became associated with various other business enterprises. Several years ago he became heavily interested in the American Woodworking Company. Mr. Street was a member of many of the leading clubs of the city. He is survived by two sons and a daughter.

BUFFALO

The Buffalo Hardwood Lumber Company is receiving a large amount of lumber by lake and has lately been loading a cargo of 700,000 feet of birch, basswood, elm and ash. Considerable Tennessee red cedar is also being sold.

The Pascola Lumber Company is shipping a good quantity of gum and other lumber, but in common with most members of the trade, reports business as not being very brisk.

The Standard Hardwood Lumber Company is getting in some plain and quartered oak from the South. This company is also selling some chestnut, which it says is not very plentiful.

G. Elias & Bro. are building a power house and storage shed, the latter being 500 feet by 50 in size. These additions will give the firm better facilities than they had before the recent fire.

Hugh McLean is back from a trip to the southern mills of the McLean interests. He states that these mills are running full and that the operations in Canada are also being carried on in good volume.

I. N. Stewart & Bro. are finding poplar and oak the best sellers, with a fair trade in chestnut. D. N. Stewart was actively interested in making the Buffalo Industrial Exposition a success.

O. E. Yeager was also much interested in the success of the exposition, and says the crowds were fully as large as expected. Mr. Yeager is getting orders for all grades of poplar and also for plain and quartered oak.

F. M. Sullivan is getting in Canadian elm as well as Washington fir and spruce. He is improving this fine weather by heading a chestnutting expedition of local lumbermen, who say this year's crop is fine.

J. N. Scatcherd & Son's mill at Batavia is running full, as it usually does, though, like other lumbermen, the firm does not speak very hopefully of general trade.

The yard of F. W. Vetter is active, not only taking in but selling a nice lot of quartered oak. Maple sales are also pretty good and receipts include a good showing of elm and ash especially.

The report comes from the office of A. Miller that October is a pretty good month in the business. Lumber is not only coming in freely, but all hardwood is selling at a good rate.

President Sykes of the Emporium Lumber Company is preparing to add largely to his timber holdings in the Adirondacks, where the company already has in the neighborhood of 65,000 acres of timber.

PHILADELPHIA

The J. W. Paxson Lumber Company has purchased from Michael H. Meehan the dwellings at 8-10-12 Laurel street, lot 42x56 feet. It has also purchased from Julia Meehan the dwelling at 6 Laurel street, lot 14x56 feet 6 inches. The company also owns the dwellings 2 and 4 Laurel, 14 to 22 Laurel and 28 to 38 Laurel street. All these properties adjoin its lumber yard on Delaware avenue below Laurel.

Instead of sawing the logs to be taken from the great Potato Creek territory at Austin as announced, the Goodyears are clearing ground to build a mammoth mill at Norwich, McKean county, right in the lumbering territory, and by so doing expect to save $800,000 in transportation. It will take at least ten years to clean up this territory, and a big town will spring up at this point.

The P. H. Fairlamb Company, for thirty years one of the best-known concerns dealing in building materials in Philadelphia, and by reputation one of the most substantial, was a defendant in bankruptcy proceedings October 15. It is said that the former financial manager diverted its funds into a get-rich-quick coal mine in Kentucky. A petition in involuntary bankruptcy was filed by three creditors, but was thrown out of court on a technicality. It will be presented again in revised form, it is believed.

Harry T. Cramer, a prominent lumberman of Williamsport, Pa., died on October 6 of apoplexy.

John Griffith, who was engaged in the furniture business for forty years in Phoenixville, Pa., died on October 16 at the home of his daughter at Haddonfield.

The Harris Auto Company, Atlantic City, obtained a charter under New Jersey laws on October 12. Its capital stock is $60,000.

The Barnes Automobile Fender Company, Asbury Park, was incorporated under New Jersey laws October 12, with a capital of $250,000.

National Water Power Company, to construct windmills, waterwheels and motors of every description, was incorporated October 18 under Delaware laws. The incorporators are Walter H. Fieroe, John W. Fieroe and Melvina Beyer of Atlantic City, and Harry W. Davis of Wilmington, Del. The company is capitalized at $500,000.

PITTSBURG

The Ellwood Lumber Company has leased a site at Ambridge, Pa., and will open a branch office and lumber yard there at once. It also has big yards at Alaquippa, Pa.

H. C. Bemis of Bemis & Vosburgh has been putting in considerable of his time lately at Norlina, N. C., where he bought 8,800 acres of timber land in the summer. He is arranging to open a railroad in through the 55,000,000 feet tract of yellow pine timber about January 1.

The lumber mill and power plant of Alva Rigby at Vrooman, Franklin county, Pa., was burned with 20,000 feet of hardwood lumber October 2.

The Schwob Grain Cradle Factory at Moundsville, W. Va., which was burned in the summer, has resumed operations in part and is able to take care of its orders. A new building has been provided.

The Paint Bank Lumber Company has been formed at Somerset, Pa., by F. D. Granger, H. J. and L. A. Beabes, W. L. Hoover and others of that place and will do a general lumber business.

The Breitwieser & Wilson Lumber Company is putting down a nice lot of business this month, especially in low-grade hardwoods. Its manufacturing trade is also improving.

The Kane Blind & Screen Company, whose plant at Kane, Pa., was burned a few months ago, has secured another site and will build a new factory at once.

The Kendall Lumber Company is prospering in every way. A few changes are being made in its force this fall, chief of which is the bringing of James K. Fawcett, its eastern representative for the past two years, to Pittsburg to become assistant secretary. G. M. Chambers, who has held the latter position, has gone to Philadelphia to open up the Kendall office there.

The Palmer & Semans Lumber Company, ac-

cording to Sales Manager I. F. Baisley, is getting a nice line of [illegible] trade worked up. Its mills are all busy and it is able to get first class prices for nearly all stock. The company recently built a mill of 20,000 feet daily capacity to take the place of its West Virginia plant which was burned last summer.

The American Lumber & Manufacturing Company feels fairly well satisfied with the hardwood outlook. Its officials say that much more business could easily be done, but that the tendency continues toward a little larger buying by manufacturers and old-time customers, which looks encouraging. President Johnston, however, does not anticipate any boom this year, but is looking for a steady and slowly increasing volume of business.

J. W. Hulse, who for the past two years has been office manager for the McDonald Lumber Company, has left that position to enter the lumber business on his own hook at Meridian, Miss. He was formerly connected with the Mississippi Lumber Company and has a thorough knowledge of the lumber situation in the South.

BOSTON

Lumber dealers in Boston, especially those maintaining yards, are much disturbed over the action of the mayor and the fire commissioner. Since the two large lumber yard fires in this city during the past three months, the fire commissioner has been trying to bring about changes in lumber yards. He has suggested to the mayor that a high brick wall be built between yards and adjoining property, the wall to be as high as the piles of lumber. This in itself would put yard owners to a heavy expense. The mayor is not satisfied with this arrangement, and suggests new building laws and some legislation which will provide for the licensing of lumber dealers. The mayor believes all lumber yards should be forced to relocate in places which are not considered by the fire department as being dangerous. The lumber dealers will undoubtedly make a strong protest against any radical change.

D. Lucey, salesman for Harry C. Philbrick, Boston, returned early in the month from a successful hunting trip in the Maine woods.

The Palmer & Hunter Lumber Company, Boston, has been making improvements at its yard. The company has also enlarged its office and shed.

Edward S. Loomis, a New York lumber merchant, was married on October 1 to Miss Ann Elizabeth Klemm of Dedham, Mass. Mr. Loomis is connected with the New York office of the Blanchard Lumber Company of Boston.

The Providence Box & Lumber Company of Providence, R. I., is planning to erect a plant 80x200 feet at Cranston, R. I.

The Hancock Lumber Company has been organized at Auburn, Me., for the purpose of conducting a lumber and manufacturing business. It is capitalized at $50,000. Robert B. Straton of Rumford, Me., is president and David R. Hastings of Auburn, Me., is treasurer of the company.

BALTIMORE

A meeting of the ways and means committee of the Baltimore Lumber Exchange, which was created at the last annual meeting, to devise means for bringing about more harmonious relations between the local wholesalers and retailers, was held October 14. There has been considerable difficulty between these branches of the trade here, the retailers charging that some of the wholesalers were selling to consumers, and the wholesalers in the exchange contending that the retail members were not always as careful in recognizing the rules of the exchange as they should be in the matter of giving preference to wholesale members in the purchase of stock. The ways and means committee, which was to pass on all controversies as to classification, has drafted an amendment to the by-laws covering the method of procedure to be followed in determining the status of a dealer or buyer. This amendment has been signed by all the members of the exchange and differences are now being taken up for adjustment.

The relative merits of wooden barrels over iron containers were discussed by Wm. H. Fehsenfeld, president of the Red C Oil Company, of Baltimore, at a hearing before Special Examiner Smith, acting for the Interstate Commerce Commission at Washington, on the 10th inst. Mr. Fehsenfeld's company had filed complaint against some fifty railroad and steamship lines, asking that an order passed by these transportation companies, requiring that oil be shipped after a certain date only in iron barrels, be nullified. Mr. Fehsenfeld contended that iron barrels were inferior to wooden barrels, which seldom leak, are easily repaired and cost far less than the iron containers. Leakages, Mr. Fehsenfeld maintained, were generally due to rough handling on the part of the railroads or steamship lines, and the shipper should not be held responsible for them. The danger from fire by shipping oil in wooden barrels, the witness stated, is practically nil, and certainly no greater than when oil is sent in iron barrels. In addition, iron corrodes and spoils the contents. Mr. Fehsenfeld's plea made a strong impression. A decision will not be given for some weeks. Other oil companies are interested in the outcome of the petition, but he was the main witness.

Clarence Wood of the R. E. Wood Company, this city, met with an accident on the Murphy branch of the Southern railway on October 7. Mr. Wood was going from Murphy to Asheville, N. C., when the train went down an embankment about 40 feet. Some twenty persons were hurt, two perhaps fatally. Mr. Wood suffered contusions on the left side of the head, an abrasion about the left eye and left wrist.

Lewis Dill of Lewis Dill & Co., wholesale lumbermen of this city, is back from Europe, after a stay of about a month. He went primarily to take the waters at Vichy, France, in order to throw off all effects of a recent attack of illness. The trip did all it was expected to accomplish and Mr. Dill returned in excellent physical condition and spirits.

Norman Kennedy of the widely known firm of James Kennedy & Co., Ltd., of Glasgow, with branches in Liverpool and London and an office in Cincinnati, arrived in New York recently. He will make a tour of the states and visited in Baltimore this week.

David T. Carter of David T. Carter & Co. is on a trip to Philadelphia, New York and other eastern markets.

CLEVELAND

One of the interesting announcements of the week has been the starting into business for himself of E. L. French, who for the past five years has been sales manager for W. A. Cool & Son, dealers in a large way in southern and other hardwoods. Prior to going with W. A. Cool & Son Mr. French was for seven years associated with the Robert H. Jenks Lumber Company of this city. It is his purpose to open offices in one of the large downtown office buildings and engage in the sale of hardwoods and a general brokerage business.

One of the results of the recent outing and clambake held at the Valley Inn, up the Cuyahoga valley has been the formation of a pleasure club which is to promote entertainments for the benefit of the lumbermen of this city. It is to be known as the Saw Log Club and a committee has been chosen to arrange for the formal organization of the club and for its next meeting. The new club starts with a charter membership of twenty-seven retailers and wholesalers. It is the intention to hold entertainments of various sorts during the coming winter.

George E. Breeze of the Advance Lumber Company returned last week from a trip to the company's mills in Georgia and Louisiana. He reports that they are exceedingly busy and a large amount of hardwood is being turned out for the northern market.

R. D. Clark has been engaged to cover the state of Illinois for the Robert H. Jenks Lumber Company of this city. The firm reports a good demand for hardwoods from most sections in the Middle West.

Recent visitors to the local markets were John W. Taylor of the Domestic Lumber Company of Columbus, F. T. Blair of Chattanooga, Tenn., and Charles V. McCoy of E. V. Babcock & Co. of Pittsburg.

C. A. Kraus, who is connected with the Lake Shore Saw Mill & Lumber Company, is back from a business trip through Michigan and Ontario.

F. T. Peitch says that the most noticeable feature of the hardwood market here is the strong demand for oak for use in general manufacturing. There is also a steady demand for this stock from many of the furniture manufacturing concerns.

John W. Wagner of the Central Lumber Company and Miss Jessie F. Matteson were married during the past week at the home of the bride's parents. Mr. Wagner has been in the lumber business in Cleveland for a number of years.

COLUMBUS

Quite a number of new corporations of interest to lumbermen have been chartered by the secretary of state of Ohio during the past fortnight. Among these are the William Cron Company of Celina, Mercer county, Ohio, with an authorized capital of $35,000, to manufacture and sell carriages and other kinds of vehicles. The incorporators were John A. Cron, Flora Cron Schele, Ada W. Cron and Herman W. Cron.

The Modern Fixture Company of Alliance was incorporated with a capital of $15,000 to manufacture and sell all kinds of fixtures for offices, stores, homes and factories. E. D. and Mable G. Hester, H. C. and M. R. Newman and A. C. Carson are the incorporators.

At Pemberville, Wood county, Ohio, sparks from a passing locomotive recently burned the plant of the Buckeye Stave Company, an old concern. The plant will be rebuilt.

Managers of local vehicle factories are united in the statement that conditions in their line have never been better. They are now engaged in taking the inventories and closing up for the fiscal year. One of the best indications in their business is the large number of orders coming in from the South.

The A. C. Davis Lumber Company has moved its offices from the tenth floor of the Columbia Savings & Trust building to the plant of the South Side Lumber Company on South High street. Mr. Davis reports a quiet trade in hardwoods, with better indications for the future.

The Tod Lumber Company of Galion was recently incorporated with an authorized capital of $15,000 by H. W. Tod and others. It will deal in all kinds of lumber.

J. W. Mayhew of the W. M. Ritter Lumber Company returned recently from a business trip to Philadelphia. He reports conditions in that territory much improved.

W. M. Ritter, head of the concern bearing his name, arrived in Columbus October 18 after a three months' trip abroad. While in England he inspected the branches of the company located in London and Liverpool. He reports a considerable improvement in the foreign business.

CINCINNATI

With the return of seasonable weather, a general improvement is noted in business conditions in this section. In the hardwood market there is a more comfortable feeling, and a tone of optimism seems to prevail. The receipts of lumber at this point during September footed up 7,724 car loads, while for the same month in 1909 the receipts were 7,113 cars; the shipments for September were 6,628 cars, as compared with 6,179 cars in September, 1909.

Fred Conn of the Bayou Land & Lumber Company of this city, is seriously ill at Yazoo, Miss. Mr. Conn is the mill manager of the company at Itta Bena, Miss., and was prostrated with a malignant attack of malaria about two weeks since. He was reported as making a fair recovery, when on Oct. 19 a dispatch was received at the office that Fred had been operated on that day for stomach trouble, which had suddenly developed. The latest information was to the effect that he had rallied from the operation and was resting easily, with all indications favorable for recovery. As soon as word was received of his illness, George Hand, the manager of the Cincinnati office, left immediately for Itta Bena to take charge of the mill until such time as Fred Conn recovers. Sam Conn, the well-known timber cruiser, is the father of Fred, and was deeply engaged in the work of organizing and equipping a new mill at Concordia Parish, La., was badly affected by the news of his son's illness, and went at once to his bedside. The affairs of the company at Cincinnati are being looked after by President C. S. Walker in person, assisted by the office force.

"Well, there is not much doing in the export trade of Cincinnati," said Ferd Brenner of the Ferd Brenner Lumber Company, and known as the "Walnut King" in this section. "Just at present the trade conditions are somewhat of a puzzle, as there is not any reasonable suggestion as to why business is not better." He was supported in his views by Secretary Witbeck of the company. This company is one of the largest exporting houses in this market, and carries a large stock of walnut and other hardwoods for export at various points. It operates a mill at Alexandria, La., which is managed by H. F. Vest, vice-president.

E. J. Thoman, the Cincinnati office manager of Bennett & Witte, returned last week from a trip through the South to the mill plants in which the house is interested. Mr. Thoman was impressed with the apparent activity in the South at the points which he visited and he was impressed with the idea that conditions were rapidly returning to normal in that section.

Secretary Lewis Doster, the energetic ruler at Hardwood Manufacturers' headquarters, is like the elusive flea, "when you put your hand on him he ain't there." Always on the go and full of energy and business as an egg is of meat. Mr. Doster returned the other day from a trip East in the interests of the association and immediately got busy with the accumulation of mail at the office. Executive Clerk Heaton is preparing matter for an issue of the Bulletin, which will be mailed to the members in a few days.

The financial statement of the Ohio Valley Exposition, which is now being wound up, does not show up very favorably. There is a deficit of $30,000 to be made up by the guarantors, which will be about 6½ per cent. The exposition company also took over a fund of $17,000 earned at the Fall Festival of 1906, which will swell the financial shortage to a total of $47,000.

Among the visitors to the Queen City on business during the past fortnight, the following called at the headquarters of the Hardwood Manufacturers' Association: A. C. Fritchey of the Lamb-Fish Lumber Company, Charleston, Miss.; J. E. Keyes, president of the Kentucky Lumber Company, Terre Haute, Ind.; R. H. Vansant of Ashland, Ky.; C. H. Loveland of Loveland, Ky.; J. K. Williams, Fairville, Tenn.

TOLEDO

October hardwood business is holding up very nicely, and no small element has been the call from builders for finish and flooring, brought about by the extensive fall building operations. October is holding the pace set by September, which was entirely satisfactory. During the first nine months of the year the building operations in Toledo proper have amounted to an estimated value of $2,648,148, a trifle under the figures of last year, the loss occurring during June and July. The month of September showed a gain of about $67,000, and October will also bring a substantial increase over last year's figures.

Reports from the Phoenix Box Company show a highly satisfactory condition at the present time. Business, which was inclined to be dull during the earlier part of the summer, has become quite active recently. Box materials are plentiful and prices are not by any means exorbitant.

The W. H. H. Smith Lumber Company recently went into the hands of a receiver upon the application of W. Huntington Smith. B. H. Whitney was appointed by the court to take charge of the business. The concern conducted a yard at Water and Walnut streets and is an old firm. The plaintiff alleges that it is in danger of insolvency.

The Booth Column Company is exceptionally busy at present in the filling of orders, which continue to come in from all parts of the country. Both exterior and interior columns are in strong demand, and the local concern is fairly swamped with orders.

INDIANAPOLIS

A $25,000 brick factory building is being erected by the Furnas Office & Bank Fixture Company to replace the one destroyed by fire recently.

A loss of $8,000 was caused recently by a boiler explosion in the lumber mill and plant of the Witham & Bowen Lumber Company of Union City.

Directors of the recently organized W. F. Johnson Lumber Company have elected W. F. Johnson president, J. T. Johnson vice-president, Gus F. Baldwin secretary and L. H. Johnson treasurer.

About 250,000 feet of standing timber, mostly hardwoods, has been bought by Jerome Black of the Greenfield Lumber & Ice Company, Greenfield, from C. M. Hackleman of Middletown.

Officers have been elected for the newly organized Indiana Forestry Association, which has as its purpose reforestation in Indiana, as follows: President, Charles W. Fairbanks; temporary secretary, George B. Lockwood, and temporary treasurer, Hugh J. McGowan.

An industrial parade seven miles long was held on the evening of October 18 under the auspices of the Indianapolis Trade Association as a part of the entertainment arranged for the merchant buyers' meet. There were 179 concerns, from all lines of industry, represented in the parade. Many floats and displays were of an exceptionally elaborate nature. Among the companies represented in line were the Burnet-Lewis Lumber Company, Brannum-Keene Lumber Company, Capitol Lumber Company, Adams-Carr Company, Foster Lumber Company, Greer-Wilkinson Lumber Company, Interior Hardwood Company, Long-Knight Lumber Company, Maas-Neimeyer Lumber Company, and the Talge Mahogany Company.

NASHVILLE

John W. Love, who is spending much of his time in New York, while his children are there in school, will be in Cincinnati this week to attend the session of the directors of the Hardwood Manufacturers' Association.

The Nashville Lumbermen's Club will meet this week. A feature of the meeting will be an address to the club by Charles Martin, on the new Traffic Bureau recently instituted by the Board of Trade.

Nashville was visited by a destructive fire on October 21, when the big building occupied by the Milburn Wagon Works was gutted throughout the fourth floor and much damage done on the remaining floors by water. The Wagon company carried a $40,000 stock, on which was $30,000 insurance, with a loss of about $10,000. The building, owned by J. O. Kirkpatrick & Sons, valued at $35,000, was insured for $17,500, with a loss of $7,000. The John Deere Plow Company suffered a loss of only $2,000. The cause of the fire has not been ascertained.

Hamilton Love of Love, Boyd & Co., has been named as assignee in the trust deed recently executed by Clarence Bellamy, the well-known lumberman and contractor. The liabilities are about $5,200, with about $4,000 assets. The creditors are mostly Nashville people. The firm did a retail business at First and Russell streets.

J. W. Welch, a prominent lumber dealer of Monterey, was in the city last week.

Robert H. Howell, Jr., and Richard Douglas, Jr., two well-known young men of Nashville, who have been engaged in the lumber business in Jackson, have moved their headquarters to Nashville and have taken offices in the Stahlman building.

MEMPHIS

Weather conditions during the past few days have been well nigh ideal for the production of hardwood lumber, and this work has made satisfactory progress except in cases where there has been an inadequate supply of logs. Some of the mills here depending on the railroads for their timber supply have been handicapped by their inability to secure all the cars needed to bring in their logs, but this condition has about passed, practically all the mills here now being in full operation. The river mills are working on a larger scale than for a long while and the outlook for an adequate supply of timber is considered better. Recent rains made the ground so wet that comparatively little work in the woods could go on. Firms owning timber lands are doing all they can to get their logs out before bad weather sets in and just as soon as an opportunity presents itself there will be renewal of work in that direction.

There is a fairly active demand for hardwood lumber at the moment, but some complaint is heard that buyers are not operating on as large a scale as was anticipated. However, though some members complain that business is rather flat, it is a notable fact that as a general proposition Memphis business showed an increase of from 20 to 25 per cent for September over the corresponding month last year, while the volume since October 1 has likewise been well ahead of a year ago. It is conceded that there is not as much doing as there was up to the financial depression of 1907.

So far as the general business situation is concerned, it is satisfactory. It is interesting to note in this connection that building operations show a very large increase in Memphis, Little Rock, Birmingham and other southern centers while bank clearings also run very heavily in excess of a year ago, the gain in Birmingham for one week recently having been $500,000. The railroads are having a large volume of traffic to handle as a rule and their revenues are expected to materially increase as a result of handling the cotton crop, which is beginning to move freely.

Announcement is made that the mill of the J. W.

Thompson Lumber Company at Biscoe, Ark., acquired, some time ago, from the Brasfield-Thompson Lumber Company, has been sold to John Penrod, of Kansas City, and Mr. Prouty, who has been associated with him for a number of years in various enterprises. It is understood that the new owners will continue to operate the mill on a large scale and that E. M. Schulte, who has been superintendent of the plant, will continue in that capacity. It is probable that a company will be formed to continue the operations of the plant, but nothing definite can be said at the moment.

Two new wood working enterprises will probably locate in Memphis as a result of the efforts of the bureau of publicity and development. The committee, which has returned from Grand Rapids, an account of whose trip appears in the report of the meeting of the Lumbermen's Club of Memphis, printed elsewhere in this issue, has made it clear that one of the big manufacturers at that point will establish an auxiliary plant here for the manufacture of a staple line of supplies, and the statement is also made that F. B. Fisher of New Madrid, Mo., is planning to establish a large industry here for the manufacture of wagon and carriage stock. In fact, Mr. Fisher has been so much impressed with the advantages offered by this market that he has secured an option on three acres of ground suitable for his needs.

Forty delegates have been appointed by Mayor E. H. Crump to go to the Deep Waterways Convention, which will be held in St. Louis November 25 and 26. These will all go as representatives of the city of Memphis. It is expected that all of the business organizations here, including the Lumbermen's Club and the Business Men's Club, will also appoint delegates to this meeting. Memphis has always been extremely enthusiastic over the deep waterways movement and a number of business men here are stockholders in the Mississippi Valley Transportation Company, which largely depends upon the deepening of the channel. Memphis has some of the officers and directors of the Lakes to the Gulf Deep Waterway Association and there will be no more enthusiastic delegates to St. Louis from any point than from Memphis. W. R. Barksdale, president of W. R. Barksdale & Co., and Walker L. Wellford, secretary of the Chickasaw Cooperage Company, are among the prominent lumbermen in this delegation.

Work will be undertaken within the next few days on the Yellow Bank drainage canal in Phillips county, near Helena, Ark. It is proposed to drain about 100,000 acres, and bonds in the sum of $85,000 have been sold to raise the necessary funds. This land has a great deal of timber on it and this will be cut as soon as conditions are such that entrance to the property can be had.

The Mena & Hot Springs Railroad Company has been granted a charter to build a line from Mena to Hot Springs, through Garland, Montgomery and Polk counties, a distance of 77 miles. It has a capital stock of $800,000, of which $155,000 has been subscribed. Business men of Mena and Hot Springs are backing this new road.

The Poinsett Lumber Company has selected a site for a big mill at Trumann, about 15 miles from Harrisburg, and Virgil Norman, who will be superintendent of the mill, is authority for the statement that about 200 men will be employed at the plant and on the yards. The company owns a large amount of timberland in that section and a big mill is to be constructed as soon as possible. As soon as the timber has been cut from the property the land will be used for agricultural purposes.

J. A. Hill, according to advices reaching here, has purchased the sawmill of Heath & Love of Blansett, Ark. Possession is to be taken this week. The new owners propose to enlarge the plant and to this end considerable new machinery has already been ordered.

The W. F. Lamb Piano Company has been granted a charter under the laws of Tennessee. Its capital stock is $250,000 and its domicile is Jackson, Tenn. W. F. Lamb, T. P. Carroll and others are the incorporators.

A very refreshing bit of information has come through from Delight, Ark. It is to the effect that the Delight Lumber Company at that point has declared a cash dividend of 50 per cent. This is the most remarkable lumber dividend declared for a number of months, and it has attracted no little comment among lumbermen here. The company owns its own plant and railroad and about 4,500 acres of timber land.

Much interest has been created in lumber circles here over the announcement of the approaching marriage of S. C. Major and Miss Helen Messick, which will be solemnized at Calvary church the evening of October 27. Mr. Major has been prominently identified with the hardwood lumber industry for some years as general manager of the company which bears his name, but he is all the more in the lime light just now because of his official position as president of the Lumbermen's Club. Miss Messick is a member of one of the old Tennessee families which has always stood very high socially.

A hearing was held here this week before the Interstate Commerce Commission in connection with the action brought by the E. Sondheimer Company against the Illinois Central Railroad Company involving the question of reparation for alleged discrimination against the former by the latter at Cairo, Ill., through the absence of the same reconsignment privileges at that point as prevailed on lumber shipments at Memphis. The commission had already decided that the complainant was entitled to reparation and this hearing was for the purpose of determining the amount thereof. It is understood that no definite decision was reached, it being necessary that the commission be supplied with certain documentary evidence in order that it might reach an intelligent opinion in the matter. No definite date has been set for the announcement of the decision of the commission in this case.

CHATTANOOGA

A. Z. Haas of the A. Z. Haas Lumber Company of Louisville, Ky., was in this section a few days ago looking after stock.

W. T. Johnson, secretary T. B. Stone Lumber Company, Cincinnati, was in the city a few days ago.

S. A. Williams, president and general manager Williams and Vooris Lumber Company, this city, is on a business trip in the East.

John I. Slepper, secretary and treasurer of the Williamsport Hardwood Lumber Company, recently spent a few days here in the interest of his company.

The Case-Fowler Lumber Company has bought a large tract of lumber near Macon, Ga., and will move its mill from Anderson, Tenn., to that place.

Harry C. Fowler and Miss Anna Laura Spears were recently married at the residence of the bride's father, Judge Spears. They will make their home at Macon, Ga.

The new yard office of the J. M. Card Lumber Company is nearly complete and when furnished will be occupied jointly by that concern and the Berry Lumber & Stave Company. It is said to be the finest yard office building in the city. The Card company recently bought the timber belonging to the late Col. M. A. Clay, located in Paint Rock Valley in Alabama, paying $21,185 cash for the same. This consists mostly of poplar and is one of the best tracts of that timber in the South. The firm has a band mill located near the property and will log and saw it this winter.

The Acme Box Company is preparing to erect a new factory, which is made necessary on account of its increasing business.

The Hugh McLean Lumber Company's plant at this place is running regularly and reports a good trade.

The furniture and other wood working plants in this section are running to their full capacity and reporting no stocks being accumulated. All are being shipped as soon as finished.

BRISTOL

Fred K. Paxton of the Paxton Lumber Company has returned from a trip in North Carolina where he has been looking after his company's mills along the Carolina, Clinchfield & Ohio railroad. Mr. Paxton's company is preparing to make new purchases of timber property, having exhausted three boundaries. It now has several mills running and reports the condition of business better.

Beveridge & Taylor of this city, who recently purchased a tract of timber in Hawkins county, Tennessee, may develop the property at an early date. The Holston river railroad, which penetrates the property, was completed and put in operation this week. The completion of this road will mean the installation of several mills in Hawkins county, Tennessee, to develop timber property that has heretofore not been easily available.

The new double band mill of the Whiting Manufacturing Company, at Judson, N. C., will be put in operation about December 1. The machinery is being shipped as rapidly as possible, while a large force of men are at work on the erection of the mill. It will have a daily capacity of nearly 100,000 feet and the company has purchased additional timber property near it to augment its holdings of nearly 100,000 acres. It will establish other operations at Robbinsville and in other points in western North Carolina.

J. L. Godsey has put a large new mill in operation near Bristol, he having purchased the Anderson tract of timber. The lumber will be shipped from this city after being seasoned. While comparatively small, the timber tract is one of the finest in this entire section.

J. Walter Wright of the J. Walter Wright Lumber Company, of Butler and Mountain City, Tenn., was a visitor on the Bristol market during the last week.

James A. Martin, a well-known wholesale lumberman and manufacturer of Johnson City, spent Thursday in Bristol on business.

"The business outlook is somewhat better," said Ellis H. Wilkinson, of J. A. Wilkinson, who is in charge of the big business of the latter during his absence in Europe. "Shipments are holding up and the prospects seem encouraging." Mr. Wilkinson's mills are about all running and the yards are well stocked.

Indications are that there will be less activity in manufacturing in this section as the winter approaches unless there is a decided change for the better in the market. The yards are all pretty well filled and there is a disposition among the larger manufacturers, it is said, to curtail somewhat during the next few months.

LOUISVILLE

The Louisville Hardwood Club has devoted most of its recent meetings to plans for the Interstate Commerce Commission hearing in this city October 25. At that time Special Examiner Rayner will appear to take evidence regarding the complaint of members of the club regarding discrimination in rates which members of the club assert exists against this market as compared with other Ohio river crossings in regard to shipment from southern into northern and eastern territory. The club has secured expert aid in preparing the testimony, and in addition all of the members of the club will go on the

stand and give individual cases of the discrimination complained of. In addition, the subject of reconsignment privileges will be taken up, as the commission has been urged to grant the same rights in this regard to Louisville as exist elsewhere.

Edgar H. Defebaugh of Chicago, one of the organizers of the club and an honorary member of the organization, was present at the meeting October 18 and at the invitation of President Norman addressed the members. He said that the association spirit is spreading and that the Hardwood Club is one of the pioneers in developing better feeling among members of the trade. Mr. Defebaugh described the work of organizations which he recently visited, including the Pittsburg and New York clubs.

The members of the club are taking much interest in the annual meeting, which will be held November 1, the club having been organized the first Tuesday in November, 1908. For a young club the organization has done extremely well, and every member is convinced that it has added much to the prestige and importance of the market. President A. E. Norman of the Norman Lumber Company can have the chief office if he wants it, but it is thought that he desires to retire after two years of leadership and surrender the reins to one of the other members. Vice-President Edward L. Davis is mentioned strongly in connection with the presidency, while Edward Shippen of the Louisville Point Lumber Company, who is one of the most enthusiastic members of the club and who helped to organize it, is also favored. The annual meeting is expected to be an interesting and enjoyable event.

The log situation is causing much discussion among local hardwood men, those who operate sawmills finding it about the hardest problem they have to deal with. In view of lumber quotations prices on logs are abnormally high, and another unsatisfactory feature is the difficulty of getting them out, a scarcity of labor having been keenly felt of late in the country districts. In spite of this, however, it is agreed that more logs are moving than ever before, this being generally attributed to high prices, which have caused every timberman to cut his trees and market the logs. What the effect of such production will be, in view of current trade conditions, has given local lumbermen cause for some hard thinking.

A. A. Agler of Upham & Agler of Chicago visited Louisville the past week. He was warmly greeted by the local hardwood contingent, among whom he has many friends.

T. M. Brown of the W. P. Brown & Sons Lumber Company has been attending the world's series of baseball games. Not content with going to Philadelphia to see the opening, he planned to journey to Chicago to witness two games there as well.

Two live tiger cubs were part of a cargo brought over by one of the steamers of C. C. Mengel & Bro. Company, which carried 1,000,000 feet of mahogany logs from Axim, Africa, to Pensacola. The cubs are now in the Florida town, and members of the company are wondering what will be done with them when they reach Louisville.

Charles E. Davis, manager of the lumber department of the Mengel Box Company, recently returned from a trip through the consuming markets. He found conditions very good.

The Dickson, Tenn., mill of the W. P. Brown & Sons Lumber Company has been started and is in charge of John Smith. Mr. Smith is the southern buyer of the firm and has secured some unusually fine logs to be manufactured at Dickson.

D. E. Kline of the Louisville Veneer Mills was in Chicago last week. Harry Kline, of that concern, reported that collections are improving. The mill on the point has been running steadily, the demand being very good.

Claude M. Sears of the Edward L. Davis Lumber Company has returned from a trip East. Mr. Sears said that he found most of the consumers busy, with their factories running full time, but that they were not stocking up heavily. This is taken as an indication that business is bound to improve, as stocks gradually become exhausted.

J. E. Davis, manager of the Barren county mill of the Edward L. Davis Lumber Company, was in Louisville last week and attended the meeting of the Hardwood Club.

Harold Gates of the Louisville Point Lumber Company is making a trip east. Edward Shippen of that firm has been buying logs along the Kentucky river and in southeastern Indiana, and found prices unusually high, while getting the logs from the stump to the railroad also proved difficult.

Barry Norman and L. E. Booker of E. B. Norman & Co. witnessed a clash between the football teams representing their respective alma maters in this city October 17. Mr. Booker is an alumnus of Central University, while Mr. Norman graduated at Sewanee. Much to the pleasure of Mr. Booker and the equal chagrin of Mr. Norman, Central won 19 to 0 and is now in line for the southern championship.

B. M. Geiger of the Kentucky Veneer Company said that business is getting better right along, although prices in some instances are not as good as they might be. Rotary stock is selling at a satisfactory figure.

R. F. Smith of the Ohio River Saw Mill Company is busy handling the big stocks which have come into the local yard from the river mills controlled by that company. H. F. McCowen of the firm was in Louisville a few days ago, dropping down from Salem, Ind., to see how things were getting on.

The Henry Kleber Furniture Company, manufacturer of New Albany, Ind., has begun voluntary dissolution, with Fred Sauer as trustee.

ST. LOUIS

The Belzoni Hardwood Lumber Company at Belzoni, Miss., of which company Charles E. Thomas and Ed. W. Wiese of the Thomas & Wiese Lumber Company are the principal stockholders, has commenced the erection of a new sawmill at Belzoni. The new mill will be built on the site of the old one now being dismantled. It will be a band mill with a capacity of 50,000 feet daily of gum or 30,000 feet daily of oak.

The Thomas & Proetz Lumber Company is also operating a mill near Petee, Miss. This firm reports that while at the present time business is quiet some of the items which are scarce in the market are in pretty good demand. As the company has a good supply of nearly every item on the hardwood list, it is doing a fairly good business.

Invitations have been sent out for the marriage of Miss Grace McCulloch, daughter of Mr. and Mrs. Robert McCulloch, and Thomas E. Powe of the Powe Lumber Company of this city. The wedding will take place on November 10 at St. Peter's Episcopal Church at 8 p. m., followed by a reception at the home of the bride's parents in Westminster place. Miss Roberta McCulloch, the bride's sister, will be maid of honor, and W. R. Powe of Chicago, the brother of the groom, will be best man.

The Vaughn Lumber Company which recently moved to St. Louis from Memphis and bought out the Bonsack Lumber Company's stock, reports that most of the Bonsack stock has been sold off. The company is now occupying the Bonsack office and yard, but will soon move to their own yard on Angelica street near the river, where they are putting in a big stock of lumber.

R. F. Krebs of the Krebs-Scheve Lumber Company has returned from a three weeks' trip among the northern manufacturers. He found that while the manufacturers were busy they did not have orders very much ahead [illegible] reason they are not buying except for their immediate wants. While Mr. Krebs booked a good many orders, the orders were for rather small amounts.

William Lothman, president of the Lothman Cypress Company, is back from a trip to New York in the interest of the company.

Edward H. Luehrmann of the Charles F. Luehrmann Hardwood Lumber Company [illegible] filling many orders for the upper grades of hardwood.

MILWAUKEE

The mill of the Merryman Manufacturing Company at Marinette, Wis., has resumed operations after being closed down for a period of several weeks owing to a lack of logs. Mr. Merryman, in a recent interview, stated that the Marinette mill would be operated for several years.

Fred Alden of the Fred Alden & Sons Company of Ladysmith, Wis., has announced that the company's wood turning and enameling plant, which was recently destroyed by fire at Ladysmith, will be rebuilt at Bruce.

The two mills of the Robbins Lumber Company at Rhinelander, Wis., are being operated both night and day. This is being done for the purpose of clearing the company's pond, which has become overstocked with logs.

H. J. Wachsmuth, president of the Wachsmuth Lumber Company, has denied the report that his company was planning the purchase of the mill and timber holdings of the Red Cliff Lumber Company, in the vicinity of Bayfield, Wis. He said that an attempt had been made to purchase the timber but the the matter of the mill transfer had never been considered. The Red Cliff company will operate its mill, using logs brought from the northern shore of Lake Superior.

Plans for the new office building to be erected by the Berlin Machine Works of Beloit, Wis., have been completed by Architects Nimmons & Fellows, of Chicago. The building will be 55 by 121 feet in dimension and three stories in height.

William J. Rademacher, vice-president of the Cream City Casket Company of Milwaukee was married to Miss Millie Rhemer of that city on October 19. The wedding took place at the home of the bride.

F. A. Dennett, president of the Wisconsin Chair Company of Port Washington, Wis., is at the head of the Lakeside Crafts shops of Sheboygan, which has been incorporated with capital stock of $50,000. The other incorporators are J. F. Dennett, J. M. Boston, W. H. Thompson and Edward J. Barrett. The company will manufacture pedestals and similar articles.

After the hardest season's work in the logging history of the Menominee river, the main drive of 20,000,000 feet of timber has reached Marinette, Wis. It required twenty-nine days for a crew of fifty men to bring the drive from Quinnesec Falls at Niagara to Marinette, owing to its being hung up on account of low water. Senator Isaac Stephenson, president of the Menominee River Boom Company, who is more than eighty years old, personally superintended the drive during the last few days.

George H. Foster, a well-known wholesale lumberman of Oshkosh, Wis., was severely injured in an automobile accident which occurred near Oshkosh recently. Mr. Foster was driving the car with a party of friends at night when they suddenly met a team, and in turning out, the car went into a ditch and turned turtle, catching some of the party underneath. Mr. Foster had several ribs broken and his face badly cut and bruised.

Fire destroyed the pianing mill and box factory of the Johnson Creek Lumber Company near Knowlton, Wis., recently. The cause of the fire has not been discovered. The loss is

estimated at $5,000 partly covered by insurance. It is thought that the plant will be rebuilt, as the company has a sawmill a short distance away.

M. J. Wentzel of Shawano, Wis., a director of the Wisconsin & Northern Railway Company, has announced that the company has secured a concession from the government to build five additional miles of road through the Menominee Indian reservation, where more than $50,000 worth of timber, damaged by fire, must be taken care of at once. He also states that the main line will be extended from Shawano to Appleton as soon as the money market becomes more settled.

Fire walls for lumber yards will be advocated in Milwaukee by Building Inspector E. V. Koch. He claims that the unprotected yards are a great fire hazard.

The Diamond Dowel Company has been organized at Norwalk, Ohio, but has leased the plant of the Tomahawk (Wis.) Woodenware Company and will operate in that city.

Preparations for the winter logging operations are being made by the Heineman Lumber Company of Heinemann, Wis., several logging contracts having already been awarded. The company plans to put in between 15 and 20 million feet this season.

WAUSAU

The Merrill Timber Company of Merrill is the name of a new firm lately organized for the purpose of dealing in timber lands and to act as a holding company. The incorporators are C. W. Bruce, John Lokmoen, and A. T. Curtis. These together with A. B. Nelson, S. Armeberg, Harry Allen, F. C. Riemers, John Moe, Pete Paulson and Thomas Larson are the stockholders.

The Wright Lumber Company of Merrill, which lost its sawmill by fire early last summer, has commenced the work of rebuilding. The new mill will be 162 by 42 feet. The company has enough logs cut to feed the mill for a year, and enough timber to supply the mill for a number of years.

Edgar is in a fair way to secure a veneer manufacturing plant soon. A company is being organized for that purpose and more than half of the stock has been subscribed. It is proposed to capitalize it at $30,000. Reinhold Meyer of Merrill will move his plant in Merrill to Edgar in case the company is organized and will add new machinery. Those back of the scheme figure on buying boilers of sufficient capacity as to operate an electric light plant in connection. Tributary to Edgar is a large supply of hardwood to stock such a mill.

The Antigo Lumber Company has commenced the erection of a sawmill in Antigo, which it is expected will be in running order shortly after the holidays. The company a short time ago contemplated moving to Antigo.

The Signor-Chrisler lumber yard in Chippewa Falls has been purchased by the North Star Lumber Company of Minneapolis at bankrupt sale, before C. M. Merrill, trustee, in Eau Claire. The North Star Lumber Company owns yards in Bloomer, Elk Mound and elsewhere and will enlarge the Chippewa Falls yard. The company proposes to expend $50,000 in improvements in Chippewa Falls.

A set of logging camps belonging to the Connor Lumber & Land Company and located between Blackwell and Waubeno was recently destroyed by fire. Fourteen set of logging sleighs were also burned, besides other valuable equipment. It is thought someone purposely started the fire during the caretaker's absence. The loss is $5,000.

A change in the affairs of the Brooks & Ross Lumber Company, operating just south of Wausau, recently took place. John D. Ross purchased the interest of his partner, E. W. Brooks. Both are Chicago men and have been associated for a great many years. A few days after Mr. Ross became sole owner he announced that he would rebuild the sawmill destroyed in the village of Schofield last summer. Work of clearing off the debris from the old site has commenced. It is proposed to have the mill in operation shortly after January 1. The mill destroyed had a capacity of 1,000,000 feet every ten days, and the new mill, it is planned, will be fully the equal of the one burned. The firm has at least ten years' sawing in sight.

Hardwood dealers in this locality say that business is improving at a healthy rate. Prominent wholesalers predict that stocks will be exhausted by January 1. The movement of all kinds of lumber is active.

MINNEAPOLIS

The box factories of the Twin Cities report a nice revival of business, which has been slow for the time of year. The usual fall trade did not materialize in September owing to the conservative feeling of wholesale houses, but they have been getting good business through the country districts, and the consequence is that box orders are now coming in in good volume, and calling for delivery as prompt as possible. The result is a demand for basswood culls and to some extent for birch and other hardwoods.

A. S. Bliss of the Payson Smith Lumber Company is absent on a business trip East and South. He was last heard from at Indianapolis, and is going from there to New York and other points, getting in personal touch with some of the company's correspondents and customers.

E. H. Patterson of Patterson Brothers, wholesale dealers at Fifield, Wis., was in Minneapolis on business a few days ago.

L. M. Borgess, representing the Steele & Hibbard Lumber Company of St. Louis, recently called on the Twin Cities trade. He brought a report of strong conditions and advanced prices on oak and other stocks handled from the South.

Minneapolis building permits for nine months of the present year came to a total of $11,811,460 for a total of 5,120 permits. The corresponding period of last year gave a total of 4,673 permits, with a total cost of $10,015,701.

C. L. Kellogg of the Parker-Kellogg Lumber Company, pine and hardwood manufacturers at Rice Lake, Wis., was here for several days looking into business conditions and talking with friends in the trade.

SAGINAW VALLEY

Saginaw Valley is the largest manufacturing district for hardwood lumber in the state, some 63,000,000 feet being the output last year and the current year will show up fully as well in all probability, while it is estimated that more stock manufactured at other points is bought and handled by the dealers here than the quantity manufactured. The territory tributary to Saginaw Valley, extending from the Saginaw river north to Cheboygan, along the Huron shore, Detroit & Mackinac railway, and Mackinaw division of the Michigan Central railroad, known as Northeastern Michigan, including the valley, manufactured last year 180,084,011 feet of hardwood lumber, compared with 78,000,000 feet of pine and 147,000,000 feet of hemlock, so it will be observed hardwood is king in this part of the state, and it will continue so, since the pine product is steadily diminishing. While the year has not been such as looked for at its beginning, in regard to trade, the mills have all been operated and the output for the year will make a good showing at the end.

Ross & Wentworth stock the Campbell-Brown Lumber Company's mill. They have been getting a number of million feet of logs by rail, and one operator in Cheboygan county is now cutting and skidding 2,000,000 feet for them, which will come here by rail. Last week they received a raft containing 3,000,000 feet, brought down Lake Huron, and they also received something like a million feet of logs brought down on vessels. This firm is doing a very good business.

The S. L. Eastman Flooring Company has erected a large warehouse for stock storing purposes on its premises. The company will put out some 10,000,000 to 12,000,000 feet of flooring this year, and in addition it handles considerable hardwood lumber.

The H. M. Loud's Sons Company at Au Sable has shipped a number of cargoes of hardwood lumber this season, some of which went to lower lake points, some West, and a considerable quantity of timber went to Canadian ports for harbor improvement purposes. It also has moved out quite a large stock of oak by rail.

R. Hanson & Sons' fine hardwood sawmill at "Y-Town," about a mile from Grayling, is now running in its second year. The firm has purchased the planing mill outfit of the Michelson & Hanson Lumber Company at Lewiston, the latter company having exhausted its timber and is winding up its business. The sawmill machinery was sold time ago to S. Meister of Bay City, and R. Hanson & Sons will move the planing mill to Grayling, where it will be set up and operated in connection with their sawmill.

Yuill Brothers of Vanderbilt are operating two large logging camps near that place, cutting stock and shipping it by rail to Walter D. Young & Co.'s large hardwood and flooring plant at Bay City. This company has had a successful season to date and shipping a large quantity of flooring out by rail. Foreign export shipments are also large.

The Richardson Lumber Company at Bay City is operating two or three camps and its stock all comes in by rail. The mill shut down recently for repairs, but was idle only one week. It is operated the year through, running ten hours daily.

The Kneeland-Bigelow sawmill plant is running day and night without a hitch, and the Kneeland, Buell & Bigelow mill, owned by the same firm, is operated ten hours daily through the year. Dry lumber stocks held by this firm are comparatively light.

GRAND RAPIDS

President Charles W. Garfield of the Michigan Forestry Association is arranging the program for the annual meeting, which will be held in Kalamazoo Nov. 15 and 16. The date of this convention has been postponed a week on account of election. The meeting will open Tuesday evening, with illustrated lectures by O. C. Simonds, the landscape architect of Chicago, and Professors Walter Mulford and Filibert Roth of the University of Michigan, Ann Arbor. Wednesday morning's session will be in charge of the State Public Domain Commission. During the afternoon there will be a series of talks, the topics including the farm woodlot, forestry in the schools and women's work in the forestry movement. If possible some of the prominent lumbermen of the state will be secured to discuss the practical side of the problem. Officers will be elected Friday evening.

Walter C. Winchester is making fortnightly trips to Winchester, Wis., where the Turtle Lake Lumber Company is operating its band mill steadily throughout the year, cutting about 16,000,000 feet annually of hardwoods, hemlock and pine.

The W. H. White Company of Boyne City has placed an order with a Grand Rapids nursery for 4,000 cherry trees, 800 apple and 600 peach trees, which will be planted on the company's big farm in Antrim county. W. H. White will give the fruit orchards expert care and he believes that scientific fruit culture may be made profitable in that section of northern Michigan.

It has been practically decided that the William Horner flooring mill will be rebuilt at Reed City. The entire plant was recently destroyed by fire and Reed City people have feared that the industry would be located elsewhere.

S. P. Coppock, of S. P. Coppock & Sons, Ft. Wayne, has been calling on the trade in Grand Rapids and vicinity of late.

O. E. Faught, representing the C. R. Hall Lumber Company, manufacturer and wholesale dealer in southern hardwoods, and E. D. Bolger, of the Ohio Veneer Company, Cincinnati, were in Grand Rapids recently.

Another recent caller on the local trade is W. R. Appleby, of J. S. Houston & Co., Chicago, a concern having a band mill at Memphis, circular mills at Newport, Ark., also a veneer plant at Memphis.

L. L. Skillman, of the Skillman Lumber Company, is ill at his home with typhoid fever.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

The condition of the hardwood market in Chicago is practically as it was two weeks ago, though every indication points to a steady and gradual improvement. In spite of the complaints of numerous concerns, there has been a general tendency on the part of buyers to get back to normal business, a condition probably forced by their own need for a greater output of their own product. One indication of an especially encouraging nature is from the offices of the railway supply companies, several of whom report having placed, in the last couple of weeks, very substantial orders with the car companies. Inasmuch as the lumber trade is already beginning to experience a car shortage which, however, seems most evident from the southern pine district, this is a condition not at all surprising. The railroads have evidently let their rolling stock run down to a point where a good percentage of it is utterly useless.

The unsatisfactory prices which have prevailed for some time past are gradually righting themselves, though still below what the lumber trade believes its products are worth. The more or less concentrated movement in various sections of the country with a view to realizing a more profitable figure on low grades has as yet not made itself evident in the local market, though manufacturers of cheap furniture and other users of low grade oak and birch and similar woods have been slightly more consistent in their buying recently. Sales are still, however, predominantly in wagon load lots, with a balance gradually going over to car and cargo sales.

Birch has regained its high degree of popularity and now with maple and well dried oak leads the market as far as sales and prices are concerned. Box makers seem to be in a better humor than a short time ago and are beginning to pick up enough business to keep the dealers in low-grade cottonwood and poplar more or less busy. This condition has not prevailed for a good many weeks. Wide poplar and cottonwood are good sellers and while the wagon people are not unusually busy still they are taking their due portion of good hickory. Red gum remains firm, with prices in proportion. Basswood is still an uncertain item, while elm is fairly strong.

NEW YORK

The local hardwood market does not show much activity at the buying end, although in certain channels there seems to be a fair run of business, but the whole situation seems to lack snap. Prices as a rule do not show any material readjustment, good-grade lumber still commanding firm prices on such orders as are being placed, with low-grade stocks subject to more or less competition on sales by reason of their more plentiful supplies. Good-grade lumber will undoubtedly continue to hold at present right along, as supplies are low at mill points and are for the most part in strong hands. It is generally believed that there will be a fair run of business right along in all local consuming channels, but it does not seem likely to be of sufficient volume to make any great activity in the buying end of the market. Some of the dealers report being fairly busy and others to be dull, but there is a fair reason to expect that there will be sufficient consumption right along to keep the market fairly steady until such time as the business situation readjusts itself to a more normal condition.

There is a slightly better tone to the export market and more inquiries are out, but as a rule the export shipments of lumber continue to be of a hand-to-mouth order. The demand for foreign mahogany and cedar is light, although imports of logs continue in fair volume and consequently prices show some fluctuation. The hardwood flooring market is in very fair shape and prices are firm. In the domestic woods, poplar, maple and birch are the strongest on the list, with oak, ash and chestnut holding their own.

BUFFALO

While the hardwood trade unite in saying that business is quiet, one or two report big contracts and the yards of some others show an improvement in the situation. There is a feeling with many, however, that things are likely to go on about as they are until the first of next year.

Oak is still the leading seller in both plain and quartered and a good deal is being received by local yards. Chestnut is in demand, but is rather scarce. Orders are coming in more freely and for all grades and thicknesses of poplar. Receipts of birch, which has been scarce lately, are growing larger and good-sized shipments of basswood, elm and ash are coming in by lake as the season draws to a close.

Pacific coast lumber is making much progress in this market and taking the place even of oak to quite a considerable extent. A Buffalo jobber states that he some time ago sold some Washington fir to New York barge builders and now they are asking for more, saying that their barges built of it several years ago are giving excellent satisfaction. They want it in lengths up to 80 and 100 feet.

Sawmill owners in the oak trade in the Southwest agree in saying that the shortage in the cotton crop will make logs cheaper and some of them will wait until this happens, as the demand for dry lumber is not great.

PITTSBURG

The hardwood situation may be marked up as "fair." Nothing appears at present to indicate any big buying movement this fall. Neither is there any reason to believe that a serious slump in business will occur. Hardwood mills are working hard to get a little dry stock ahead for whatever demand may come. Plants in western Pennsylvania, West Virginia and eastern Ohio, which were down part of the summer, have resumed operations in full. Road men report that stocks of really good dry hardwood are not plants are low and that the tendency under normal conditions would be toward higher prices. This theory is working out with some woods. Hickory and ash, for instance, are badly wanted, as is also maple, and the man with dry stock can hold his quotation firm. On the other hand, the best grades of white oak, which have been selling splendidly all summer and fall, have dropped off suddenly in demand. Low-grade oak and in fact most low-grade hardwoods have come forward during the past few weeks in such quantities as to cause quite a slump in price. This is true also of sound wormy chestnut and spruce boxing material. The yard trade is a little better in spots. City trade does not improve. Business with the manufacturers shows some improvement in certain lines, but is not what it should be at this season, and these concerns seem to be holding off from buying large quantities, possibly in the belief that lower prices will prevail later.

BOSTON

While reports from some of the hardwood centers have been more encouraging, local dealers do not report much of any change for the better. The yard trade has been fairly busy, but the wholesale business has lacked snap for some time. The price question is attracting a good deal of attention and is responsible to some extent for the conservative way that buyers are taking hold. Many believe that prices will be lower and for this reason are not willing to anticipate their wants. Lower quotations have been named by some manufacturers who a few weeks ago were not willing to make concessions. While there is talk of concessions, buyers admit that they are not finding any surplus of desirable grades of hardwoods. Dealers state that any improvement in demand would be followed by a hardening of values. Consuming manufacturers are beginning to be a little more active, although few are being operated to full capacity.

The market for quartered oak is fairly steady. Some report stock being offered at inside prices but sales have been made at as high a figure during the past two weeks as at any time this year. Plain oak is fairly well held. A good call for maple and an export demand for black walnut is reported. Chestnut is in moderate call. Birch has had a fair volume of new business of late and prices are well held. Some dealers report the call for cypress as a little less active and manufacturers are willing to accept lower bids in some cases. Poplar is not as active, especially widths suitable for the automobile trade.

BALTIMORE

There is as yet no such pronounced recovery in the hardwood trade as was looked for by this time, but it is equally true that the movement continues to be of fair volume. There seems to be considerable buying in nearly all departments, and the prospects encourage the belief that the near future will bring improvement, both as to quantity and values. Effort is required to get business, and members of the trade able to make a good showing have done, perhaps, more hustling in the past months than they found necessary for years. Millmen say they are disposing of their stocks as fast as the

lumber is turned out and that no accumulations are to be found anywhere. The wide stocks are less active than they have been, the needs of consumers evidently having been met for the time being. Prices, however, keep up quite well and attractive margins of profit are realized. Certain oak, in moderate request. Supplies have been moving with some freedom of late, and there is no piling up of lumber at the present time. Some of the mills are letting stocks accumulate so that when winter and bad weather sets in they will be prepared to take care of all wants likely to develop. Business in the better grades leaves something to be desired, but it might also be less active. In point of quantity, at least, there is little cause for complaint as to the better grades of oak, ash and other woods. Common chestnut continues to rule very low, with the demand indifferent. The export situation is still regarded with favor, and seems to improve as time progresses. Numerous inquiries from abroad are being received, and many of them result in deals. The foreign buyers are less exacting, and no longer insist so strongly upon their own inspection and their own terms. The shippers are getting to have some say in the matter, which is always an indication that stocks are running low and that the selection has ceased to be so large as to permit a buyer to take his pick, leaving the rest. The foreign movement is fair, and exporters think that further improvement may be looked for soon.

CLEVELAND

Hardwoods are moving well in the Cleveland territory according to the dealers here. There is a good call for both kinds of oak, the furniture factories making a stronger demand than for some time past. The volume of flooring and interior trim is also heavy as there are many buildings which are being completed for winter occupancy.

Mahogany for interior trim and cabinet purposes is selling well according to the dealers who handle it extensively. There is also a fair call for Circassian walnut for window trim and fixtures for some of the big mercantile buildings which are being finished up in this section.

COLUMBUS

Strength is the chief characteristic of the hardwood trade in central Ohio. Manufacturers and shippers unite in the statement that the demand is better and that prices have strengthened materially in the past fortnight. One of the best features is the fact that many manufacturing establishments are buying more freely. This is especially true of furniture and agricultural implement and vehicle factories. Automobile factories are also in the market for larger stocks.

Prices have advanced both on the higher and lower grades of oak, poplar, chestnut and other varieties. The supply appears to be shorter and the volume of business is larger. One of the worse features is the growing car shortage, which affects shipments from West Virginia and which is expected to grow worse as the season advances. As a result hurry orders are now in style.

Quartered oak is strong in every section and quotations for firsts and seconds are firm. Plain oak is in active demand at good prices. Poplar still continues strong in every branch of the business. Automobile factories are again in the market for the wide stocks and as a result quotations are better.

Chestnut is also stronger and prices have increased to a certain extent. The volume of business is satisfactory.

Ash is still low and prices have not recovered from their weakness. The volume of business is larger. There is a good demand for basswood and prices are firm. Hickory and walnut are also being wanted. Other hardwoods are unchanged.

CINCINNATI

The general condition of the hardwood market at this point is one of slow improvement. During the past fortnight there is a steady growth in the number of inquiries and the volume of orders being received at the various lumber offices of this city. In the activities of the market the most noted change is the gradually weakening position of the demand for high-grade, wide quarter-sawed oak. The demand is more equal now for all grades of quarter-sawed oak. Conditions which govern the furniture manufacturing industry is responsible for this change, as highly figured oak furniture is now being superseded by Circassian walnut and mahogany. Heavy car and bridge stock in oak and special dimension stuff are fairly active, with prices holding steady. Chestnut continues to be quiet, with stocks on hand showing steady increase in the upper grades, while there is a fair movement of the lower grades. Sound wormy is selling fairly well for good stock, but there is no apparent advance in the prices, which are considered low by the lumbermen. There is an abundance of low grade sound wormy, which is offered at low rates, but is not selling well, as this class is not well fitted for built-up stock, the manufacturers of which are the heaviest buyers of this grade.

Red gum is meeting with a better inquiry, especially for manufacturing consumers' grades. Ash is in good demand, especially for high-grade white, as well as for thick, heavy stock for wagon manufacturers. The stock of heavy white ash which is bone dry and ready for manufacture is light, and brings good prices. Other grades of ash for general manufacturing purposes are meeting with a fair demand, with no inclination to weaken on prices. Hickory is in good request for carriage, wheel, pole and shaft manufacturers' grades, while the stocks are reported light. Poplar is again moving up into the limelight, though the demand for high-grade, heavy stock is not so strenuous. There is every confidence in the future of this class of lumber for the automobile trade, as evidenced by the fact that there has been no noticeable recession in the high prices demanded, which during the early summer placed it on the same plane with mahogany. Medium grades of poplar for general manufacturing purposes are showing more animation. Low-grade lumber of all classes is still a problem of the market; there is considerable movement, but the transactions are generally unsatisfactory. Birch, basswood, buckeye and cottonwood are meeting with a fair volume of sales. The export trade, while not altogether as slow as during the early months of the year for hardwood, is certainly very far from satisfactory The stocks of walnut and cherry continue to grow, but the holders express general confidence in the future and do not fear a break in prices.

TOLEDO

A healthy condition prevails in the hardwood market here. The volume of trade holds up well and prices have not deteriorated. Oak is in splendid demand. There has also been an active call for furniture grades of chestnut, maple, cherry, ash and some walnut. Sound wormy chestnut has proven a favorite, moving at about $19. The poplar market shows considerable improvement recently, there being not only a stronger demand, but firmer prices. Half-inch bevel poplar siding is very scarce and prices are unusually firm. Dealers say they are unable to secure enough to meet the demands of customers. Wide poplar is also looking up. Prices which earlier in the season soared as high as $150, dropping later down to $115, are again on the incline, but it is doubtful if the former figures will be reached in the immediate future. Other grades of poplar are moving on a more regular basis. Maple is scarce, as are also the better grades of birch, which fact has stimulated prices. Manufacturing concerns here are consuming their normal quota of hardwoods and the building business is also calling for large quantities. Dealers are buying commensurate with the active demand and show no disposition to permit stocks to run down.

INDIANAPOLIS

There have been some developments in the local hardwood market during the last two weeks. Trade has beene fairly steady and prices practically unchanging. The outlook for the late fall and winter trade seems to be bright. Shipments are moving with reasonable promptness, there being no complaint of car shortage or delayed shipments. On the whole, business is said to be considerably better than it was one year ago at this time, with every reason for greater improvement soon.

MEMPHIS

The demand for hardwood lumber is moderately active. Some members of the trade say they are doing a good business, while others complain that they are finding trade rather slow, which would seem to indicate a continuance of the irregularity which has been noted for some time. But, while there are complaints regarding the slowness of business, almost every lumberman here reports greater activity than at this time last year or the year before, increases being estimated at from 15 to 25 per cent. There is some difference of opinion as to the outlook, but the fact remains that all manufacturers are going steadily ahead with production and that both manufacturers and wholesalers are proceeding on the theory that there will be plenty of demand to take care of all the lumber offered. There is rather more irregularity as to prices, there being an apparent disposition in some quarters to shade prices in order to secure business. As a rule, however, most of the trade are inclined to ask full prices and are refusing to sell when these are not forthcoming. The demand for the higher grades continues better than that for the lower, a feature which has been prominent for some time. Oak, cypress, red gum and cottonwood box boards are the better sellers in the higher grades, while gum and cottonwoood occupy the same position with respect to the lower grades, though prices on the latter are generally rather unsatisfactory. Ash is one of the poorest sellers.

NASHVILLE

While some of the lumbermen are complaining that the demand for red oak is not what they would like it to be, nevertheless conditions are said to be better so far as the general tone of the market is concerned. The demand for red oak seems to have let-up somewhat and this is said to be occasioned by the fact that the hardwood flooring people are not using as much of it as heretofore.

There is a big demand for wide poplar and it is bringing top prices; No. 2 hickory is in big demand; other grades are a bit slow. Ash is slow, but chestnut is brisk in all grades.

BRISTOL

There is little change in the lumber situation in this city and section. The lumbermen say that there has been little improvement during the past month, but that indications are that business will do a little more than hold its own during the next few months. Unless there is a pronounced change for the better it is probable that the mills will to some extent close down during the latter part of the fall and in the early winter. Railroad traffic is heavy and the lumbermen are contributing to this condition as much as any other industry. Local lumbermen say that there is a somewhat better tone to trade and that there is a likelihood of improvement during November.

LOUISVILLE

In spite of the fact that there is no special snap to the demand and few mills have orders on their books for a considerable period ahead, business in this market continues well up to the average and in most cases is better than it was this time last year. The feeling among consumers is one of uncertainty, with such big propositions as a revision of the tariff and a readjustment of railroad rates in abeyance. The [illegible] held to account for their refusal to take [illegible] stocks and their desire to carry as small [illegible] as possible. Therefore, giving contracts for small lots and for immediate delivery in contrast to the usual method of ordering generally for a long time supply. Quartered white oak is presumably weaker than it has been with plain oak correspondingly improved. The lower grades of quartered oak are selling well. The box factories are consuming cottonwood freely. Prices are fairly steady, though of course the absence of a [illegible] demand is having a weakening influence.

GOOD WOOD WORKING OPPORTUNITY

Manufacturing company in Western North Carolina making solid bored columns wishes to interest man with five or six thousand dollars to put in company, and who will take an active part in the management. There are few manufacturers in this line, and competition is limited. The company has special machinery covered by patents doing this work, and the enterprise is profitable. Refer to file No. 10,388.

M. V. RICHARDS,
LAND AND INDUSTRIAL AGENT,
1367 PENNSYLVANIA AVENUE. - WASHINGTON, D. C.

Greenbrier Lumber Co.
Manufacturers
White Pine, Hemlock and Hardwoods, from our own lands.
Pine and Oak our specialty
NEOLA, W. VA.

BLUESTONE LAND & LUMBER CO.
White Pine, Oak, Poplar, Chestnut and Hemlock Lumber
WHITE PINE AND OAK TIMBERS ON SHORT NOTICE
RAILROAD TIES
We own our own stumpage and operate our own mill.
Mill: GARDNER, W. VA.
Sales Office: RIDGWAY, PA.

ST. LOUIS

There is very little being done in the hardwood trade. It is better, however, than it was a few weeks ago. It has been a long time since conditions have been more quiet than at the present time. Most of the buying being done at the present time is for small lots and for quick shipment. The buying is almost entirely for the better grades. It is comparatively easy to dispose of any of the first and second grades, but the call for No. 1 common and stock grading below that has almost entirely stopped. The kinds of hardwood stock now mostly called for, all of the better grades, are plain oak, with quartered coming second; red gum, cottonwood in wagon box boards in firsts and seconds, maple and hickory. Poplar is in fair demand, but ash is very quiet and is hard to sell. The feeling is much better, even if business is not. There is considerable optimism as to the future and the dealers in spite of the quietness in trade.

MILWAUKEE

The seasonably fine weather which is being experienced in Wisconsin is doing much to increase the amount of fall building which is being carried on and to improve the hardwood trade. While the amount of building in this city is no larger than a year ago, reports from the smaller cities and in the country districts of the state indicate a larger volume.

The local factories are buying fairly well, although the buying is for current needs only, manufacturers evidently fearing to stock up to any extent. Hopes are entertained, however, that the demand for hardwoods will grow stronger from now on. This would seem to be the natural thing, as stocks are getting into shipping condition at the mills. The railroads are placing small orders, while the furniture manufacturers are buying well.

Birch is decidedly scarce as usual and its demand is good. Maple flooring is moving in volume and trade in this line is satisfactory. Basswood is inclined to be slow and is weak in all grades. The slow demand from the automobile manufacturers has dulled the poplar trade, especially in the clear grades.

MINNEAPOLIS

Rather to the surprise of wholesale dealers, demand has been picking up within the last fortnight and most concerns report heavy sales such as generally come at the opening of the fall season. The most unusual feature has been the improvement of trade just at a time when the political campaign is reaching its climax. Consumers have been working up large amounts of stock and have come to the point where they must have supplies.

Low grade stock is more active than it has been for some time, and the box manufacturers are all getting into the game. This is cutting into the heaviest of the surplus stock. Dealers who handle southern lumber report that a scarcity of dry stock is beginning to [illegible] of a shortage before new stock is available. Basswood, which has been off for some time, is in better demand and is stiffening up again. As to maple and birch, they are still the most scarce articles on the list, and from present prospects, by next spring those who are fortunate enough to have any of this stock available will be able to command about their own price for it. Yard trade in the Northwest is not heavy, but [illegible] picked up somewhat and is again a factor in the situation.

SAGINAW VALLEY

The volume of business in hardwood is fairly good, taking into account the general business conditions. There is no especial activity manifested, but dealers and manufacturers say, "Business is just fair," and prices have not fluctuated. The better grade of dry maple lumber is short, in fact the supply does not come up to the real needs of the trade. Birch is also scarce and available supplies are limited. Basswood has not been quite so active, but good stock always finds a market. Other grades of hardwood are doing well and the market is firm. Many of the mills are operated the year through, but reports are that the stock of dry lumber in manufacturers' hands is much lighter than usual at this date. The flooring business has held up well during the season and manufacturers are not filing any complaints. A large quantity of hardwood stock is being worked up into box stock in the valley, a number of firms being engaged in that line.

LIVERPOOL

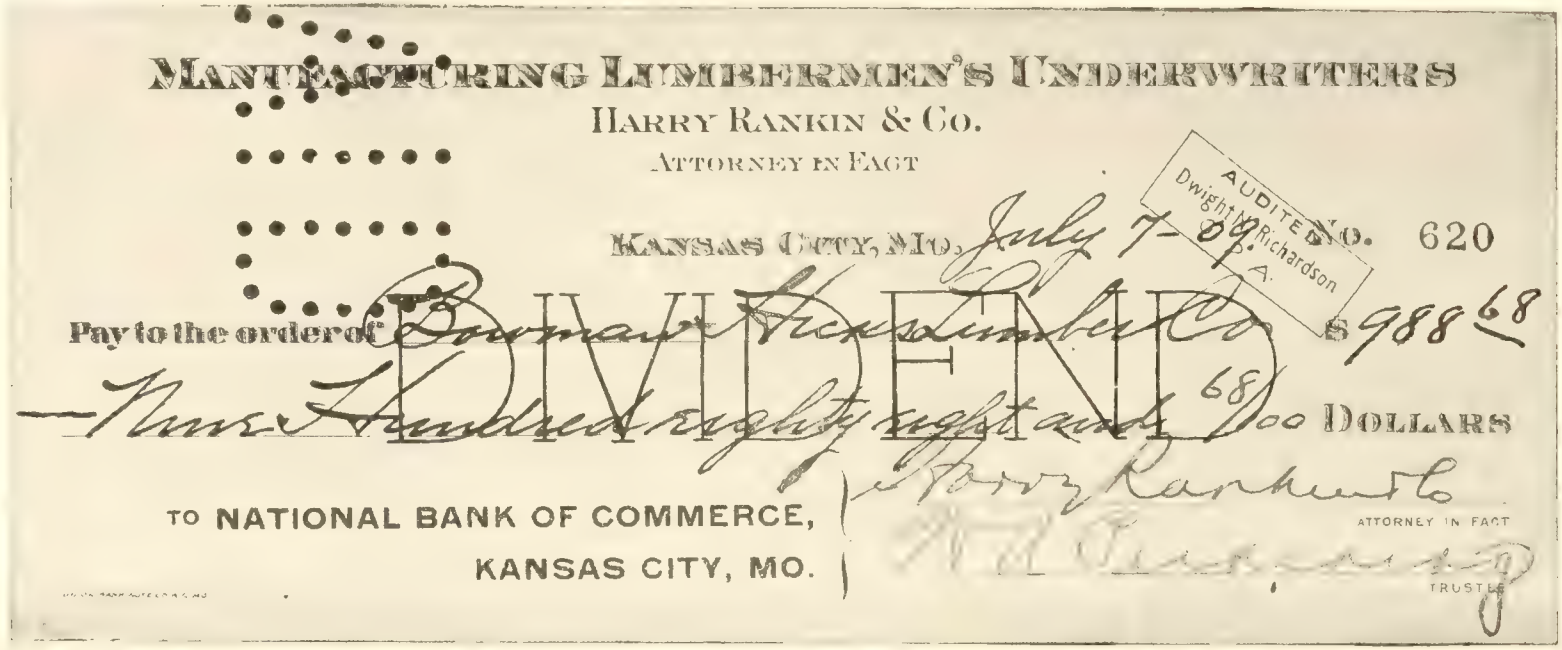
There is little change to note in this week's position though there is the satisfaction that the cotton strikes are settled. This was causing much anxiety in many minds and was unsettling business to a great extent. Perhaps now that these are settled a good run of trade can be looked forward to for some months to come. Prices all around remain stationary, but the tone throughout is quite firm and holders are keeping a tight grip upon the position. At the mahogany sales held recently good prices were realized. The catalogues were the largest seen here this year and prices were hardly on quite such a high level as previously. African wood, however, generally speaking is in very good demand, mainly owing to the continued absence of stock. We understand, however, that this will soon be remedied, as good supplies are arriving daily which should soon satisfy all demands. It is thought that recent famine prices cannot be maintained, and American buyers are advised to keep out of this market as much as possible. The undertone is not nearly so firm as appears on the surface, and some buyers here are going very deep into purchases.

Round hickory and ash logs continue to be the good spots. Hickory in particular is exceptionally scarce. Since our last report several good lines have been cleared and the market is practically barren of stock. The early shipments are being eagerly watched for and shippers in search of a "good thing" are advised to lose no time in sending supplies to this port. Round ash is also good and the larger shipments of first growth stock are being put into consumption very quickly. However, shipments of the smaller second growth wood are not deemed wise, as the supply is fully ample for immediate requirements. Ash planks are selling readily and good prices are being realized. Birch, maple and oak shipments are fair. Oak lumber, 2 inches and up in thickness, would find a good market in prime stock while wagon and coffin [illegible] are moving fairly steadily. Walnut and whitewood stocks are very firm, but there is not a big quantity being sold.

WHY ARE YOU CONTENTED?

With high rates or indefinite future dividends when the Manufacturing Lumbermen's Underwriters returned to members last year dividends amounting to

$157,623.71



Organized November 1, 1898

Total savings to members over $1,000,000.00

Total losses paid nearly $1,500,000.00

Membership comprises over 250 of the best Sawmill Plants in America

For a list of these members and other information address

HARRY RANKIN & CO.,
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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

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EMPLOYES WANTED

COMMISSION MEN WANTED

By manufacturer to sell northern hardwoods, hemlock, lath, white pine, shingles and posts in the states of Ohio, Indiana and Michigan, and the city of Chicago. Address "BOX 100," care HARDWOOD RECORD.

WANTED.

A combination buyer and salesman, competent to inspect hardwoods, car oak, etc; well acquainted with Indiana mills. A good opportunity is open for a level-headed man of good habits and ability. Address in confidence, stating age, experience and references, "BOX 101," care HARDWOOD RECORD.

MACHINERY FOR SALE

FOR SALE.

One No. 57 Fay & Egan Band Mill, complete, with power and electric light plant; capacity, 30,000 ft. Will trade for lumber. O'NEIL LUMBER CO., St. Louis, Mo.

FOR SALE AT A BARGAIN,

On account of closing Mill Department. 8x30 New Hall & Brown doubler service, 8x15 Goodall & Waters matcher, Fay & Egan Band Resaw, 60" wheel, 6" face, three new blades and filing-room outfit. 36" circular resaw (Blower system & fans). The above machines are in first-class condition. WESTERN REFRIGERATOR & MFG. CO., foot of Geyer Ave., St. Louis, Mo.

ENGINES AND GENERATORS.

2—30x48 Cooper Corliss Engines.
1—22x32 Buckeye Engine.
1—24x48 Corliss Engine.

Also other sizes and large stock of generators, both direct connected and belted. Locomotives and cars.

THE DORNER RAILWAY EQUIPMENT CO.,
193 Michigan Ave., Chicago.

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,
P. O. BOX 345. Muncie, Ind.

TIMBER LANDS FOR SALE

FOR SALE—TIMBER AND LOGS

We have for sale a quantity of ash, oak, hickory, cedar, persimmon, dogwood and poplar logs. Send specifications with best prices, stating where to be delivered.

ALABAMA LUMBER & EXPORT CO.,
Opelika, Ala.

A MOST DESIRABLE TRACT

Of hardwood timber land in the southeastern part of Missouri, three railroads passing through same. Will cut over 80,000,000 feet. A bargain to quick buyer. Address

NORTHROP LAND COMPANY,
1202 Central Nat. Bk. Bldg., St. Louis, Mo.

FOR SALE.

247,100 acres pine in heart of timber belt of Durango, Mexico. 19 miles from Mexican International R. R. $2.00 per acre.

247,100 acres pine in Chihuahua, Mexico. 10,000 feet to acre. Big lake and river on property. Sixty miles from Parral & Durango R. R. $1.12 per acre.

988,400 acres mahogany, rubber, chicle, cabinet and construction hardwoods in Campeche, with fine transportation facilities. $1.62 per acre.

212,565 acres hardwoods and pine in Guerrero. Big river on property. 61 cents per acre.

19,768 acres hardwood in Campeche. 30 miles from railroad. 76 cents per acre.

35,618 acres hardwood, with 500,000 hennequin plants, rubber, etc., with $50,000.00 in improvements and railroad station on property. Rich tropical land. $3.00 per acre.

E. B. STUART, 36 Ashland Blvd., Chicago.

TIMBER LANDS WANTED

WANTED—HARDWOOD TIMBER

Proposition. Poplar, Red Oak and Red Gum, principally. Tract of 50,000,000 feet or upward. Address with full particulars and price, "MANUFACTURER," care HARDWOOD RECORD.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVES AND CARS.

Standard and narrow gauge locomotives and cars of all sorts for logging and railroad use.

HICKS LOCOMOTIVE & CAR WORKS,
Chicago, Ill.

LUMBER FOR SALE

BASSWOOD FOR SALE.

200 M feet 5/4" firsts and seconds.
500 M feet 4/4" No. 1 common.
200 M feet 4/4" No. 2 common.
500 M feet 4/4" No. 3 common.
100 M feet 8/4" No. 3 common.
Write for prices.

W. H. WHITE COMPANY,
BOYNE CITY LUMBER COMPANY,
Boyne City, Michigan.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

LUMBER WANTED

WANTED—ALL OR PART

500 M ft. 4-4 No. 1, also No. 2 Com. Gum.
300 M ft. 5-4 No. 1, also No. 2 Com. Gum.
100 M ft. 4-4 Boxboard and Panel Gum.
200 M ft. 4-4 and 5-4 No. 2 cottonwood.
500 M ft. Yellow Pine Pole Stock.
BROWN-McREYNOLDS LBR. CO., Chicago, Ill.

WANTED FOR CASH.

All grades and thicknesses, oak, chestnut, hickory, birch, basswood and poplar.

J. JACOBSON, Elizabethport, N. J.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.

HERBERT C. TURNER & CO.,
1 Madison Ave., New York.

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.

CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

SOMETHING TO KNOW.

If you have hardwood to sell in Chicago, sell through one who knows the trade.

GENIO WALLACE, Storage Yards,
1436 Cherry Ave., Chicago, Ill.

DIMENSION STOCK WANTED

WANTED—SMALL DIMENSION

In quartered red and white oak 14" to 26" long, ¾ to 6/4 thick; plain oak from 18" to 48" long. Also clear oak and birch squares 15" to 48" long, 1⅝x1⅝" to 3x3".

PENN FURN. & CHAIR STOCK CO.,
308 Pennsylvania Bldg., Philadelphia, Pa.

"thats our business"

DISPOSAL REJECTED CARS IN CHICAGO

We are the largest Chicago Teaming firm making a business of LUMBER HAULING, and can give your interests better attention than jobbers or dealers. We inspect and dispose of carloads left in hands of factory trade.

REFERENCES: Monroe National Bank, Western Trust and Savings Co., and Lumber Users in Chicago

TOWNES EMERGENCY EXPRESS, Inc., First National Bank Bldg., Chicago

"thats our business"

WE CAN
DOUBLE
THE CAPACITY
OF YOUR
DRY KILN.

ROTTING

Drying lumber liberates steam and acid in the kiln. That is why your unprotected kiln depreciates faster than other buildings.

EBONOID KILN COATING

Protects the inside of a wood, brick or concrete building, stops the rotting process, is fire-proof and cheap. You know you ought to coat your kilns with Ebonoid at once.

SOLD BY
GRAND RAPIDS VENEER WORKS
GRAND RAPIDS, MICH.



Looking into the Upper Runway of a Jeffrey Wire Rope Conveyer Equipment.

We insure satisfaction in handling Saw Mill materials and our equipments are rapidly replacing old methods of handling Lumber, Logs, Refuse, Etc.

Drop us a card for catalog HF 57.

THE JEFFREY MFG. CO.
COLUMBUS OHIO

WE WANT TO CONTRACT

With mills equipped for sawing small dimension stock and dogwood billets 12½ to 13½x1¾x1⅜, 12½ to 14½x1 9-16 and up to 2" square. Also want 500,000 and will inspect them at loading point. Address

"BOX 105," care HARDWOOD RECORD

DIMENSION STOCK FOR SALE

FOR SALE.

Red and white oak chair stock, 2x2x26, 30 and 32 inch.

A. D. CRITTENDEN, Indianola, Miss.

BUSINESS OPPORTUNITIES

FOR SALE.

A large circular mill in South with over twenty million feet Oak, Gum and Cottonwood available. It's a big bargain for the right man. Address "BOX 93," care HARDWOOD RECORD.

FOR SALE.

Planing mill and lumber yard in a good southern city of 4,000; Junction two railroads; good schools; fine climate; two-story mill, with complete machinery, large lumber sheds, cement block making plant, blacksmith shop and six room dwelling, one and one-half acres land. Everything in fine order and business prosperous. Good reason for selling. Big bargain for little money. CHAS. R. KAPPES,
204 Dearborn St., Chicago.

FOR SALE—HARDWOOD PROPOSITION.

2,700 acres woodland, very fine oak and gum in large quantities. 300 acres cultivated land. All situated on both sides railroad in northern Louisiana. Newly installed band saw mill, with band resaw, etc., hoisting engine and derrick. Address "BOX 106," care HARDWOOD RECORD.

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
335 Dearborn St., Chicago.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

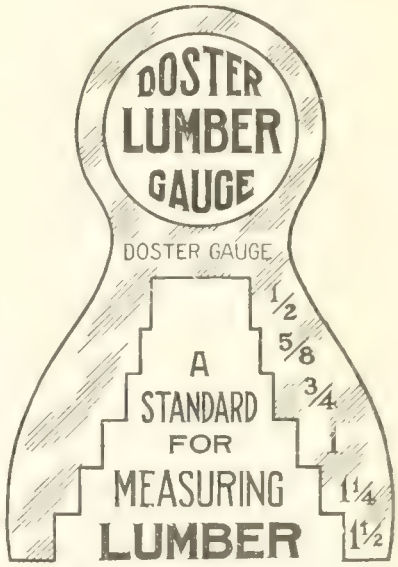
is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



TO HARDWOOD RECORD SUBSCRIBERS



Lightest, smallest, most accurate gauge ever produced. Made of best quality steel, heavily nickeled.
Can be conveniently carried either in the hand or pocket of the Inspector. As it weighs less than a half ounce it makes an attractive watch fob.

PRICE 50 CENTS

One of these gauges given with every New Subscriber to HARDWOOD RECORD, when accompanied by remittance of $2.00. Old subscribers can secure one by remitting $2.00, thus extending their subscription one year.

COVEL FILING ROOM MACHINERY

ATKINS



SILVER STEEL SAWS

We are General Sales Agents for the Famous Covel Filing Room Machinery

This means that you may now place your orders through us at Indianapolis or any Branch House and secure the benefits of the lowest prices and most favorable shipping facilities.

It means, to you, an opportunity of buying an equipment that far surpasses any other in durability, construction and all round worth.

Let us have your specifications for further information.
Let us know your needs and difficulties.
Let us send a special man to talk it over.

Just a Line
to the nearest address below will bring a prompt response without obligating you in any way. We'll put our time against yours and our suggestions may be valuable. We may be able to reduce your expenses. An investigation will cost you nothing.

E. C. ATKINS & CO., Inc. -:- The Silver Steel Saw People

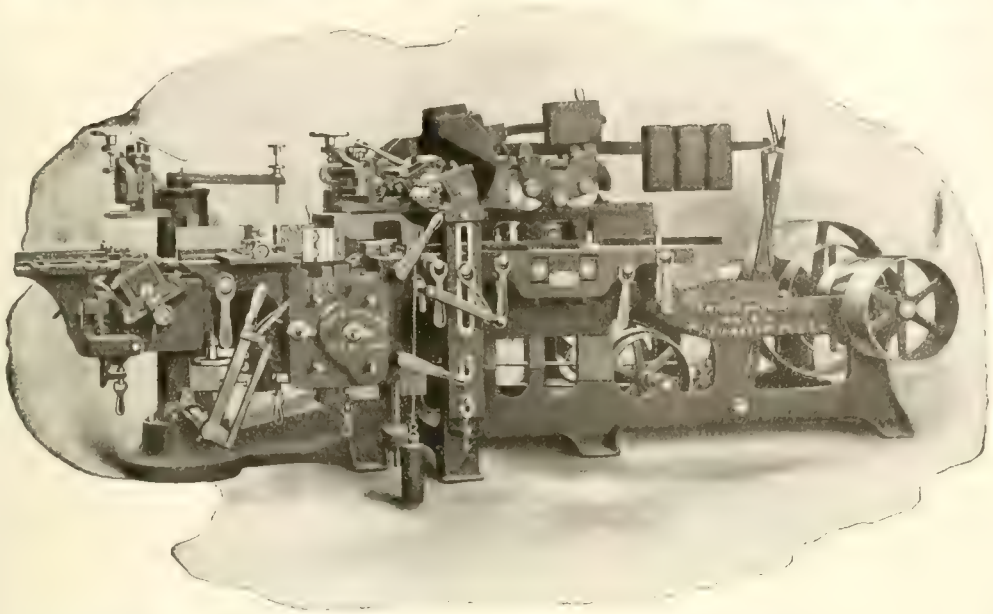
Makers of all Kinds of Saws, such as Band, Circular, Cross-cut, Etc.

HOME OFFICE AND FACTORY, INDIANAPOLIS

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Superiority in every part. Strong, durable construction plus quality and quantity producing features make it the most efficient moulding machine ever built.

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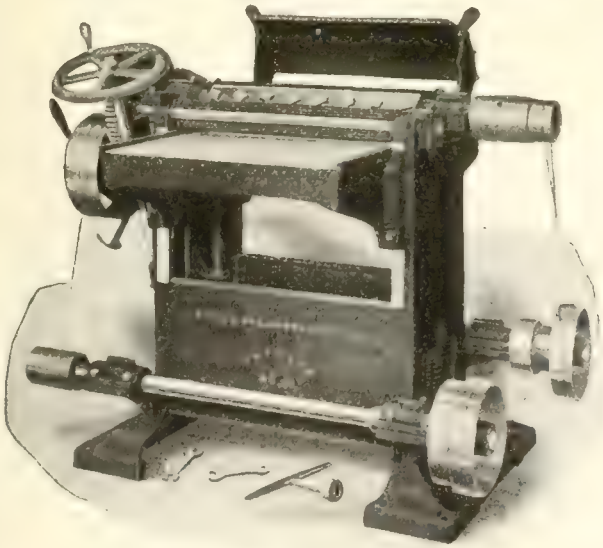
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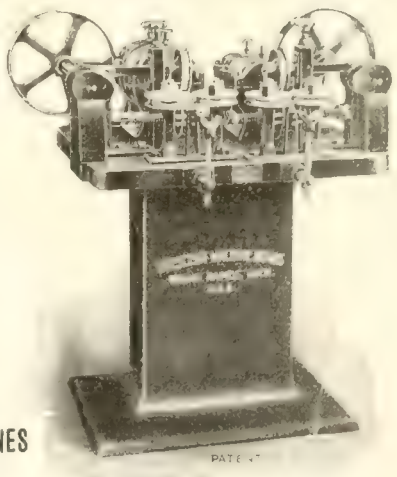
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Have two cylinders running side by side and operated by one man. This cuts the labor cost in two. The patented construction of these machines positively eliminates the common trouble of stock breaking or twisting. Write us and learn all the reasons why

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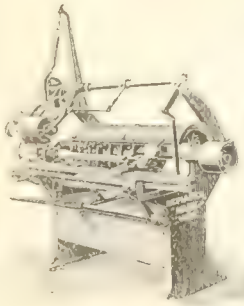
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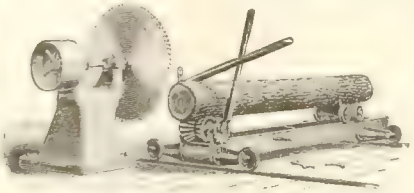
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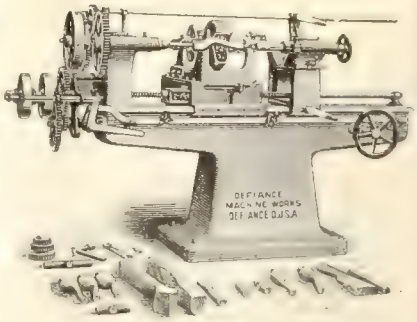
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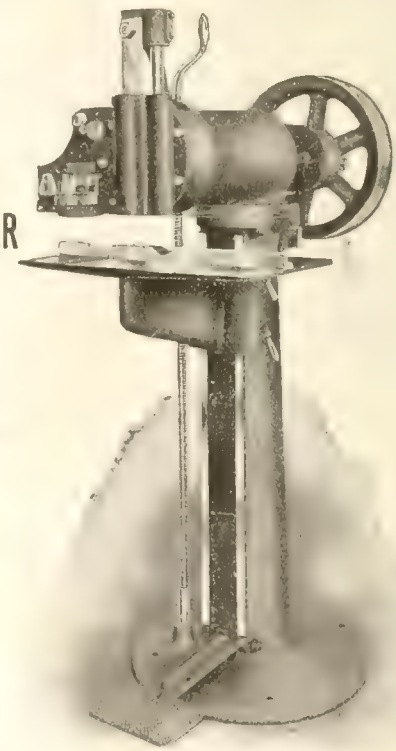
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Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes refrigerators, etc.

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Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

Uninterrupted operation and **high decking** are necessary to high averages in skidding. (The fewer the interruptions, the faster the work.)

The CLYDE self-propelling 4 line SKIDDER

is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

Guy lines are tightened with steam-driven friction drums and every feature is designed for utilizing the maximum time in skidding and the minimum time in moving and setting.

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Results Are What Count

A combined skidding and loading machine that will clear up the largest area at a setting and can be moved and set up ready for business in the shortest possible time will get the best results.

The latest Russel Machine has some distinct improvements that save time, trouble and money.

The skidding sheaves are hung from a vertically hinged jib the outer end is gauged by two power tightened lines.

An all-steel machine which has special features that absorb all shocks and strains. Rapid in operation and setting. Swinging boom easily controlled by one lever. The machine is raised or lowered by hydraulic or patented geared jacks. Built for 2 or 4 lines. A machine that will interest you; because it is the fastest and strongest of the day.

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FAMOUS FOR RED BIRCH AND BASSWOOD

"Chief Brand" Maple and Beech Flooring

in ¾, ⅞ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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We offer for prompt shipment

From Johnson City, Tenn.,	From Poplar Bluff, Mo.,
50,000 feet 4-4 S. W. Chestnut	1 C-L 2½ to 5 in. Pl. R. & W. Oak Strips
50,000 feet 5-4 S. W. Chestnut	3 C-L 4-4 1s and 2s Plain White Oak
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50,000 feet 4-4 No. 2 Common Poplar	2 C-L 4-4 No. 1 Common Qt. White Oak
1C-L 6-4 Com. and Better Plain Mt. Oak	1 C-L 4-4 Qt. White Oak Strips
1C-L 8-4 Com. and Better Plain Mt. Oak	5 C-L 4-4 No. 1 Com. Plain Red Oak
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	1 C-L 6-4 C-B Qt. White Oak (in 30
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Thoroughly dry stock—High Grades—Fine Lengths—Band sawn and equalized

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Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

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Lumber and Broom Handles

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Have the following dry, band sawn stock for sale:

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All the stocks are band sawn and dry.

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Manufacturers of High-Grade

Michigan Maple Flooring

3-8 in. and 13-16 in. in all standard widths and grades.

No Better Hardwood Floors made than our 13-16 inch and 3-8 inch.

STEEL SCRAPED, END MATCHED, KILN DRIED MAPLE FLOORING.

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Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

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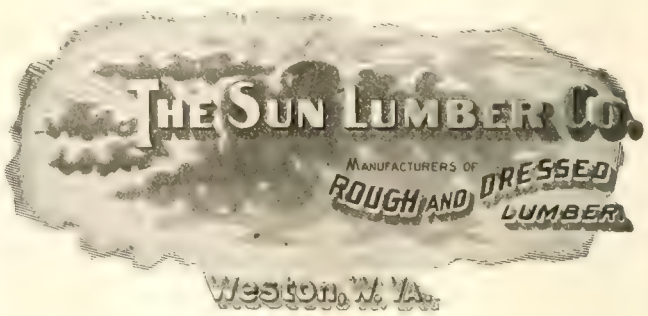
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Write for prices on the following:

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Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

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IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

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Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

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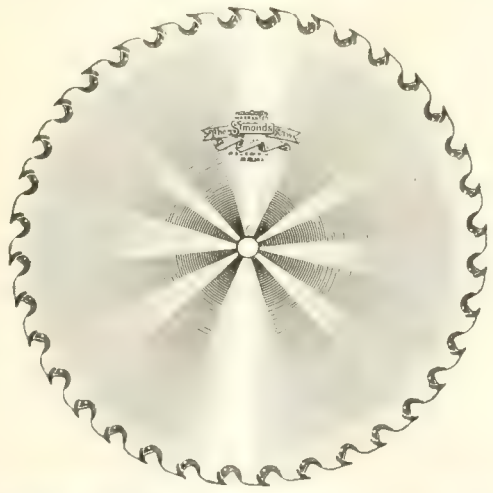
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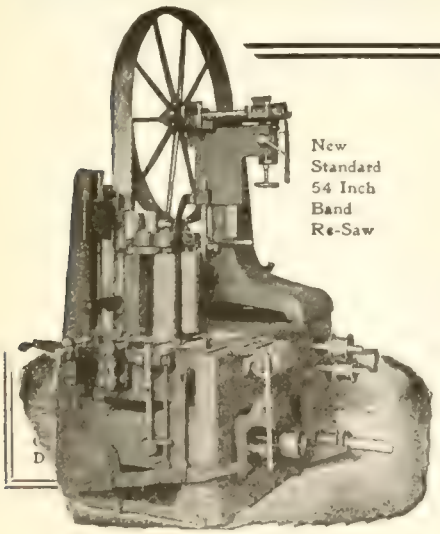
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Mills at **Morehouse, Mo.**

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ALL WE CAN OFFER NOW, IS

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Plain and Quartered

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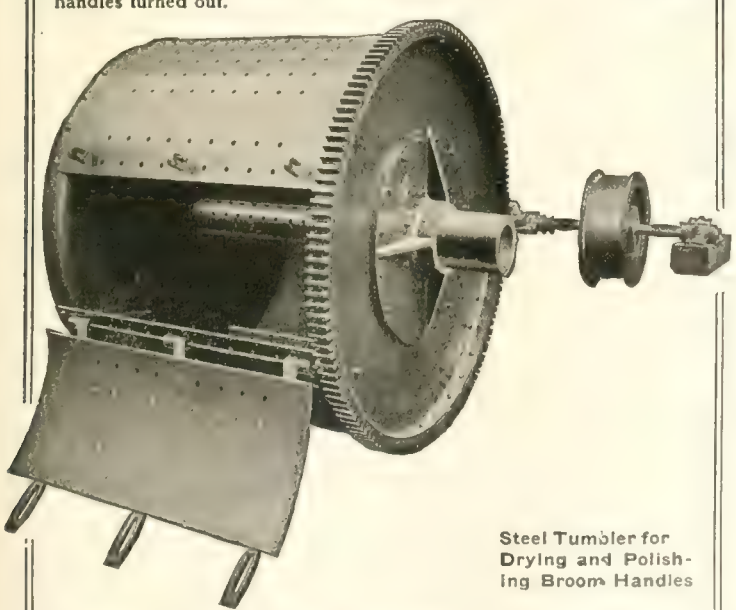
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Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



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Northern Indiana hard woods, dry, carefully manufactured, large stocks.

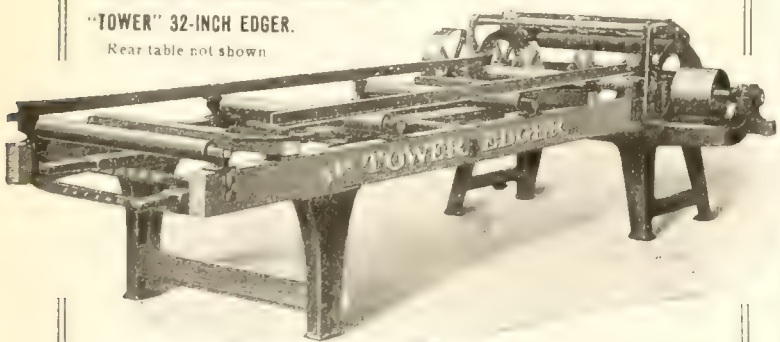
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Stop That Dreadful Waste of Lumber!

You can CUT UP MORE LOGS in a given length of time, get MORE LUMBER OUT OF EACH LOG and have a.. the lumber GRADE HIGHER by installinga "TOWER" Gang Edger.

There is no money in POOR lumber. It is the HIGHER GRADES that sell the most readily and represent the most profit

"TOWER" 32-INCH EDGER.
Rear table not shown



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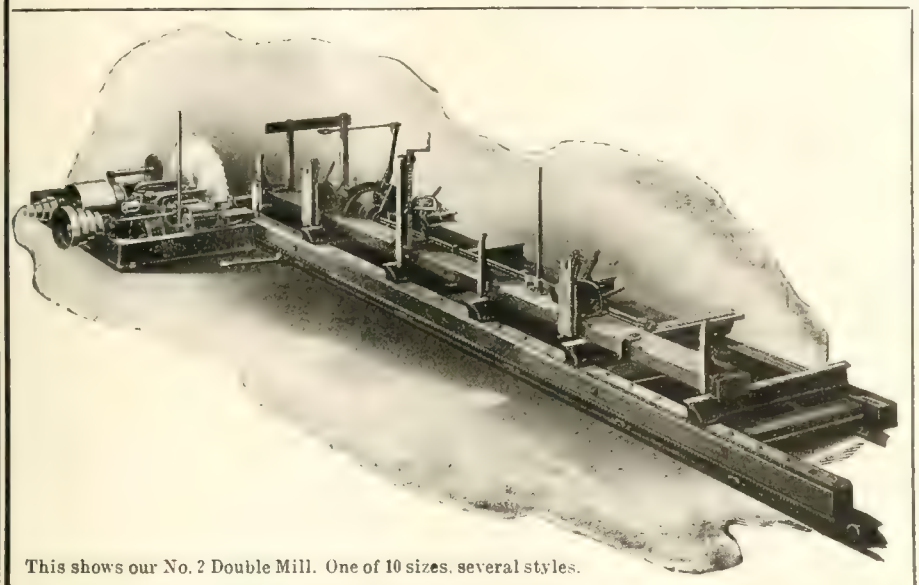
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We have 50,000 feet No. 2 Common and Better, dry, well manufactured, good widths and lengths.

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200,000 feet, manufactured from choice logs, well-figured, and nice stock in every particular; good widths and lengths.

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4-4 to 16-4. Dry, well manufactured, good widths and lengths.
Can ship separate or mixed cars.

If you are looking for
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No better time than right now to think about
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Our big stock offers some choice bargains.

4-4 to 16-4. 200,000 ft.
HARD MAPLE
Also same amount of Soft Maple.
Ask us for prices.

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We have big stock 4-4 No. 3 Barn and Better, dry, which can be shipped in the rough or worked in any manner desired.

Are you in the market for
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COBBS & MITCHELL, Inc.

Cadillac, Mich., November 5, 1910

DRY STOCK LIST

6-4 Ash No. 3 Common and Better	17M
4-4 Basswood No. 1 Common	60M
4-4 Basswood No. 2 Common	300M
4-4 Basswood No. 1 and 2 Common	120M
4-4 Red Birch, 1s and 2s	11M
4-4 Gray Elm No. 2 Common	65M
1x7 and up Gray Elm No. 3 Common	70M
6-4 Gray Elm 1s and 2s	35M
8-4 Gray Elm 1s and 2s	12M
12-4 Gray Elm 1s and 2s	30M
8-4 Rock Elm	80M
5-4 Hard Maple Step	13M
6-4 Hard Maple No. 1 and 2 Common	3M

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MITCHELL BROTHERS COMPANY

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., November 5, 1910

8-4 Ash, 1s and 2s	5 M
4-4 Basswood, No. 2 Common	140 M
1x6 Basswood, No. 2 Common	26 M
1x4 Gray Elm, No. 3 Common	28 M
1x7 and up Gray Elm, No. 3 Common	75 M
4-4 Gray Elm, 1s and 2s	18 M
8-4 Gray Elm, 1s and 2s	16 M
4-4 Rock Elm, No. 2 Common and Better	5 M
1x10 to 14 in. Hard Maple, 1s and 2s	10 M
1x15 and up Hard Maple, 1s and 2s	7 M

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100,000 "	6/4 No. 1 common and better maple.
100,000 "	8/4 No. 1 common and better maple.
200,000 "	4/4 No. 3 common maple.
200,000 "	5/4 No. 3 common beech and maple.
250,000 "	6/4 No. 3 common beech.
100,000 "	4/4 No. 2 common and better birch.
75,000 "	5/4 No. 2 common and better birch.
30,000 "	8/4 No. 1 common and better birch.
150,000 "	5/4 No. 2 common and better basswood.
35,000 "	4/4 No. 2 common and better elm.
10,000 "	12/4 No. 1 common and better elm.
500,000 "	8/4 No. 1 hemlock.
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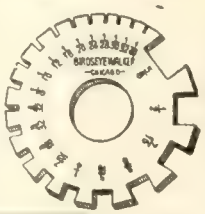
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20,000 ft. 4/4 Fas pl. White Oak.
75,000 ft. 4/4 No. 1 com. pl. Red and White Oak.
40,000 ft. 4/4 No. 2 com. pl. Red and White Oak.
20,000 ft. 5/4 Fas pl. Red Oak.
10,000 ft. 5/4 Fas pl. White Oak.
30,000 ft. 5/4 No. 1 com. pl. Red and White Oak.
10,000 ft. 5/4 No. 2 com. pl. Red and White Oak.
20,000 ft. 6/4 Fas pl. Red and White Oak.
25,000 ft. 6/4 No. 1 com. pl. Red and White Oak.
10,000 ft. 10/4 Fas pl. White Oak.
40,000 ft. 12/4 Fas pl. Red and White Oak.
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WIRE ORDERS 10 WORDS OUR EXPENSE

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100,000 ft. 4/4 No. 2 com. Cottonwood.
100,000 ft. 5/4 No. 1 com. and bet. Cottonwood.
11,000 ft. 4/4 No. 1 com. and bet. Elm.
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2 cars 2 in. 1s and 2s Oak
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1 car 1 in. No. 1 Common Red Oak
1 car clear Quartered White Oak Strips
1 car 2 in. Com. & Bet. Qtd. White Oak
1 car 1 in. Com. & Better Qtd. Red Oak
1 car 1 in. 1s and 2s Ash
1 car 1 in. No. 1 Common Ash
1 car 5 in. 1s and 2s Ash
3 cars 3-4 in. 1s and 2s Plain Red Oak
2 cars 5-8 in. 1s and 2s Plain Red Oak
5 cars 4-4 in. 1s and 2s Plain Red Oak
2 cars 4-4 in. 1s and 2s Plain White Oak
1 car 5-8 in. 1s and 2s Plain White Oak
1 car 4 in. 1s and 2s Plain White Oak
5 cars 1x13 to 17 in. 1s and 2s Cottonwood
2 cars 4-4 1x6 in. & up 1s & 2s Cottonwood
1 car 4-4 in. 1s & 2s Red Gum, ad 12 ft.

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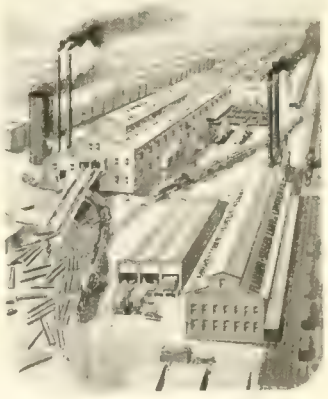
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BIRCH: Extra good lengths—2 cars 8/4 1st and 2nd; 1 car 12/4 1st and 2nd; 5 cars 5/4 No. 1 Common and Better; 4 cars 4/4 No. 1 Common and Better.

MICHIGAN GRAY ELM: Good lengths—4 cars 4/4 No. 2 Common and Better, about 25% 1st and 2nd; 1 car 6/4 No. 2 Common and Better, 50% 1st and 2nd; 3 cars 8/4 No. 2 Common and Better, 60% 1st and 2nd; 1 car 12/4 No. 1 Common and Better, 75% 1st and 2nd.

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RED OAK: Good widths and lengths—4 cars 1" 1st and 2nd; 3 cars 1" No. 1 Common; 2 cars 10/4 and 12/4 1st and 2nd.

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2 cars 8/4x14 to 17 in. 14 ft. and longer Sign Boards.
5 cars 4/4x11 to 22 in. 12 ft. and longer Wagon Box Boards
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2 cars 8/4 6 to 8 in. wide, 10 ft. and 12 ft. dry

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3 cars 5/4 good widths, 10 to 16 ft. Sound Wormy (Cores.)
2 cars 6/4 good widths, 10 to 16 ft. Sound Wormy (Cores.)
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2 cars 6/4 describe W. & L. No. 1 Common and Better, show percentage of each grade.
3 cars 8/4 describe W. & L. No. 1 Common and Better, show percentage of each grade.
1 car 4/4 describe W. & L. No. 1 Common and Better, show percentage of each grade.

MAPLE, Soft

5 cars 4/4 describe W. & L. No. 2 Common and Better

GUM

10 cars Red, 4/4 x 6 in. and wider 12 ft., (10 to 16 ft.) 1s and 2s.
10 cars Sap, 4/4 x 6 in. and wider 12 ft., (10 to 16 ft.) 1s and 2s.
5 cars 6/4 x standard widths and lengths No. 2 Common.
5 cars 8/4 x 6 in. and up, standard lengths, 1s and 2s, Sap
5 cars 6/4 x 6 in. and up, standard lengths, 1s and 2s, Sap

RED OAK, Plain

8 cars each, 4/4 in., 5/4 in., 6/4 in., 1s and 2s, must carry 40% or more 14 ft. and 16 ft. lengths. Band sawed lumber preferred.

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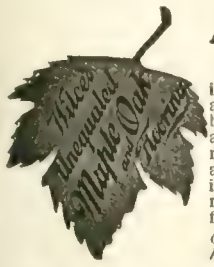
Our hardwood stock aggregates over 20,000,000 feet comprising every kind of hardwood of the most desirable thicknesses, and is above the average run of grades.

Can supply any dimension or grade, and ship any quantity as required, direct from mill.

LET US FIGURE WITH YOU ON CONTRACTS FOR IMMEDIATE OR FUTURE DELIVERY.

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ESTABLISHED 1878

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Faultless Grades, Perfect Milling, Quick Shipment and Reasonable Prices

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NOW READY FOR SHIPMENT

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4 cars 4-4 Panel and No. 1, 23 to 27 inches
1 car 4-4 Panel and No. 1, 28 and up

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2 cars 5-4 1s and 2s 7 to 17 inches
2 cars 6-4 1s and 2s 7 to 17 inches
1 car 8-4 1s and 2s 7 to 17 inches

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The W. A. Cool & Son Lumber Co., Cleveland, Ohio

LOUISVILLE THE HARDWOOD GATEWAY



PLAIN OAK, QUARTERED OAK, CHESTNUT, WALNUT, HICKORY, POPLAR, ASH, MAHOGANY.

THE PURPOSE OF THIS PAGE

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market**; to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

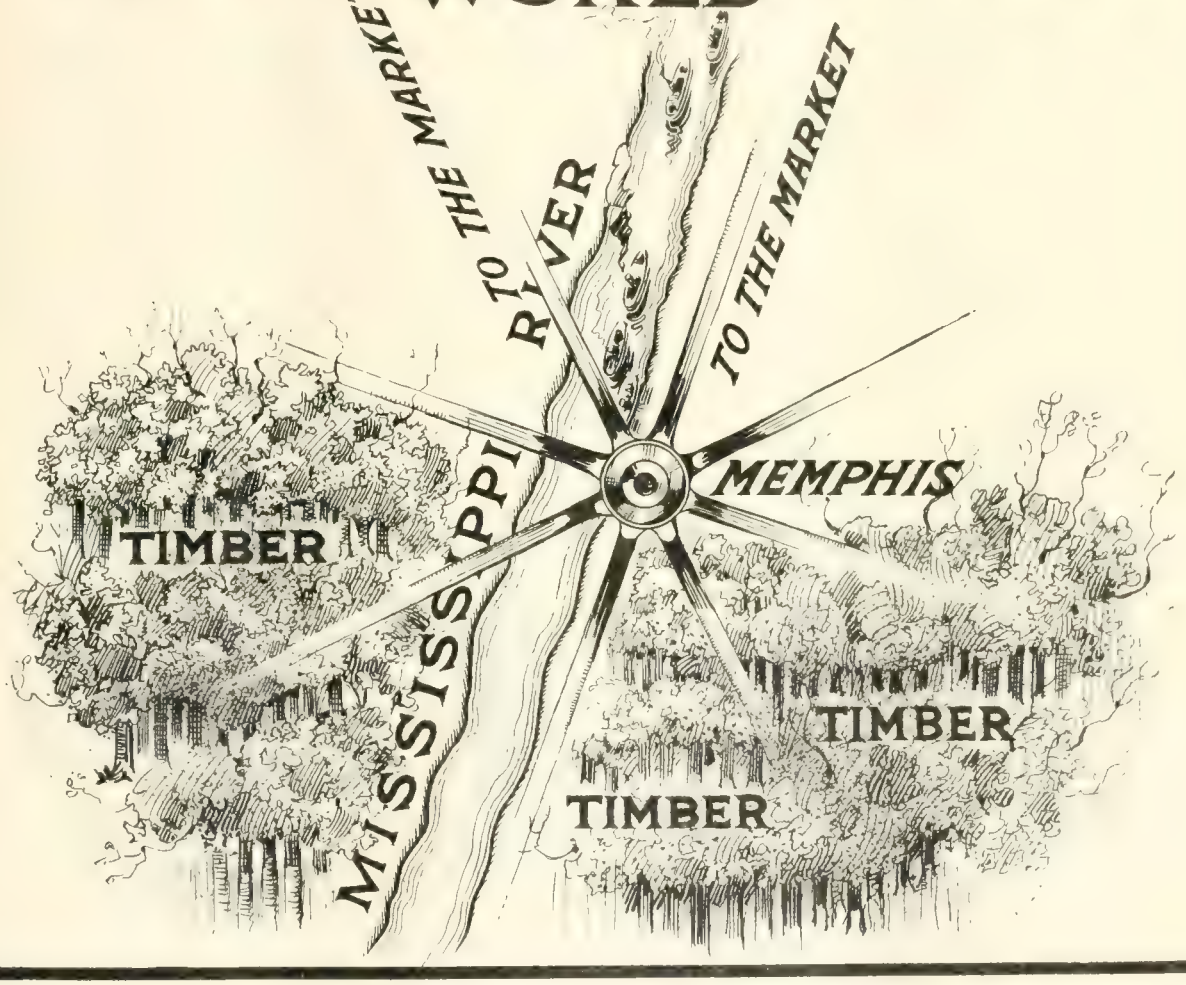
E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB
OF THE

HARDWOOD

WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

Lamb-Fish Lumber Co., Charleston, Mississippi

LIST OF STOCK READY FOR SHIPMENT:

10,000 ft. 5-8 in. 1st and 2ds Quartered White Oak 6 in. and up.
75,000 ft. 4-4 in. 1st and 2ds Quartered White Oak 6 in. and up.
8,000 ft. 6-4 in. 1st and 2ds Quartered White Oak 6 in. and up.
23,000 ft. 5-8 in. No. 1 Com. Quartered White Oak 4 in. and up.
25,000 ft. 4-4 in. No. 1 Com. Quartered White Oak 4 in. and up.
25,000 ft. 4-4 in. No. 2 Com. Quartered White Oak 3 in. and up.
30,000 ft. 4-4 in. Clear Quartered White Oak Strips 2½ to 5½.
30,000 ft. 4-4 in. Com. Quartered White Oak Strips 2½ to 5½.
50,000 ft. 4-4 in. 1st and 2ds Plain White Oak 6 in. and up.
10,000 ft. 10-4 in. No. 1 Com. Plain White Oak 4 in. and up.
1,000 ft. 12-4 in. No. 1 Com. Plain White Oak 4 in. and up.
50,000 ft. 4-4 in. No. 2 Com. Plain White Oak 3 in. and up.
50,000 ft. 3-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
100,000 ft. 4-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
10,000 ft. 5-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
50,000 ft. 6-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
25,000 ft. 8-4 in. 1st and 2ds Plain Red Oak 6 in. and up.
50,000 ft. 3-4 in. No. 1 Com. Plain Red Oak 4 in. and up.
100,000 ft. 4-4 in. No. 1 Com. Plain Red Oak 4 in. and up.
15,000 ft. 8-4 in. No. 1 Com. Plain Red Oak 4 in. and up.
100,000 ft. 4-4 in. No. 3 Com. Oak 3 in. and up.
100,000 ft. 4-4 in. Sound Wormy Oak 4 in. and up.
25,000 ft. 3-8 in. 1st and 2ds Red Gum 6 in. and up.
25,000 ft. 1-2 in. 1st and 2ds Red Gum 6 in. and up.
100,000 ft. 5-8 in. 1st and 2ds Red Gum 6 in. and up.
100,000 ft. 3-4 in. 1st and 2ds Red Gum 6 in. and up.
50,000 ft. 4-4 in. 1st and 2ds Red Gum 6 in. and up.
25,000 ft. 3-8 in. No. 1 Com. Red Gum 4 in. and up.
50,000 ft. 1-2 in. No. 1 Com. Red Gum 4 in. and up.
100,000 ft. 5-8 in. No. 1 Com. Red Gum 4 in. and up.
00,000 ft. 3-4 in. No. 1 Com. Red Gum 4 in. and up.
00,000 ft. 4-4 in. No. 1 Com. Red Gum 4 in. and up.
30,000 ft. 5-4 in. No. 1 Com. Red Gum 4 in. and up.
10,000 ft. 6-4 in. No. 1 Com. Red Gum 4 in. and up.
50,000 ft. 4-4 in. No. 2 Com. Red Gum 3 in. and up.
20,000 ft. 6-4 in. Com. and Better Red Gum 4 in. and up.
20,000 ft. 8-4 in. Com. and Better Red Gum 4 in. and up.
30,000 ft. 5-8 in. 1st and 2ds Sap Gum 6 in. and up.
300,000 ft. 4-4 in. 1st and 2ds Sap Gum 6 in. and up.
30,000 ft. 5-4 in. 1st and 2ds Sap Gum 6 in. and up.
100,000 ft. 6-4 in. 1st and 2ds Sap Gum 6 in. and up.
50,000 ft. 3-8 in. No. 1 Com. Sap Gum 4 in. and up.
75,000 ft. 1-2 in. No. 1 Com. Sap Gum 4 in. and up.
50,000 ft. 3-4 in. No. 1 Com. Sap Gum 4 in. and up.
15,000 ft. 5-4 in. No. 1 Com. Sap Gum 4 in. and up.
15,000 ft. 6-4 in. No. 1 Com. Sap Gum 4 in. and up.
200,000 ft. 4-4 in. No. 2 Com. Sap Gun 3 in. and up.
25,000 ft. 5-4 in. No. 2 Com. Sap Gum 3 in. and up.
15,000 ft. 6-4 in No. 2 Com. Sap Gum 3 in. and up.
100,000 ft. 4-4 in. No. 3 Com. Sap Gum 3 in. and up.
25,000 ft. 5-4 in. No. 3 Com. Sap Gum 3 in. and up.
30,000 ft. 4-4 in. 1st and 2ds White Ash 6 in. and up
11,000 ft. 6-4 in. 1st and 2ds White Ash 6 in. and up
15,000 ft. 8-4 in. 1st and 2ds White Ash 6 in. and up
30,000 ft. 4-4 in. No. 1Com. White Ash 4 in. and up
12,000 ft. 8-4 in. No. 1 Com. White Ash 4 in. and up.
12,000 ft. 4-4 in. 1st and 2ds Yellow Cypress 8 in. and up
15,000 ft. 4-4 in. Selects Yellow Cypress 7 in. and up
10,000 ft. 6-4 in. Selects Yellow Cypress 7 in. and up
25,000 ft. 4-4 in. Shop Yellow Cypress 5 in. and up
35,000 ft. 4-4 in. No. 1 Com. Yellow Cypress 3 in. and up
50,000 ft. 8-4 in. No. 1 Com. Yellow Cypress 3 in. and up
25,000 ft. 8-4 in. No. 2 Com. Yellow Cypress 3 in. and up
30,000 ft. 4-4 in. Log Run Tupelo Gum
14,000 ft. 4-4 in. Log Run Cottonwood

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4 1sts & 2ds, 6" & up.. .100,000'
4/4 1sts & 2ds, 6" 12" .150,000'
4/4 1sts & 2ds, 13" & up.. .. 50,000'
4/4 No. 1 common, 4" & up . . . .100,000'
4/4 No. 1 Common, 4 12" . . . . 75,000'
4/4 Box Boards, 13 17" . . .100,000'
4/4 Box Boards, 9 12".. . . . . 25,000'
5/4 1sts & 2ds, 6" & up... ...150,000'
6/4 1sts & 2ds, 6" & up . . . 25,000'
4/4 Panel & wide No. 1, 18" & up . 25,000'

SAP GUM

4/4 Panel & wide No. 1, 21" & up 50,000'
4/4 Box Boards 13 17" . 35,000'
4/4 1sts & 2ds, 6" & up 50,000'
4/4 No. 1 Common, 4" & up 100,000'
5/4 1sts & 2ds, 6" & up 200,000'
5/4 No. 1 Common, 4" & up 50,000'

RED GUM

4/4 1sts & 2ds. . . . . 45,000'
4/4 No. 1 Common. . . . . 50,000'
5/4 1sts & 2ds. . . . . 35,000'
5/4 No. 1 Common. . . . . 100,000'
6/4 1sts & 2ds. . . . . 20,000'
6/4 No. 1 Common. . . . . 5,000'
8/4 1sts & 2ds. . . . . 27,000'
8/4 No. 1 Common. . . . . 25,000'

PLAIN RED OAK

4/4 1sts & 2ds . . . . . 25,000'
4/4 No. 2 Common. . 50,000'
5/4 1sts & 2ds. . . . 25,000'
6/4 1sts & 2ds. . . . . 25,000'
6/4 No. 1 Common. . . . . 15,000'

PLAIN WHITE OAK

4/4 1sts & 2ds. . . . . 20,000'
4/4 No. 1 Common . . . . . 50,000'
4/4 No. 2 Common . . 75,000'

QUARTERED WHITE OAK

4/4 No. 2 Common & Better. . . . . 50,000'
4/4 1sts & 2ds. . . . . 5,000'
4/4 No. 1 Common. . . . . 30,000'
4/4 No. 2 Common. . . . . 35,000'

ASH

8/4 No. 1 Common & Better. . . . . 35,000'

ELM

6/4 No. 2 Common & Better. . . . . 50,000'
4/4 No. 2 Common & Better. . . . . 11,000'

CYPRESS

5/4 No. 1 Shop & Better. . . . . .100,000'

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL., BLYTHEVILLE, ARK., HELENA, ARK., GREENVILLE, MISS.

GOOD GRADES

BAND SAWN AND EQUALIZED

GUM, COTTONWOOD, ASH, RED AND WHITE, PLAIN AND QUARTERED OAK

8 cars 4-4 1st and 2d Plain Red Oak
12 " 4-4 No. 1 Common Plain Red Oak
4 " 8-4 1st and 2d Plain Red Oak
7 " 8-4 No. 1 Common Plain Red Oak
2 " 4-4 1st and 2d Quartered Red Oak
2 cars 4-4 No. 1 Common Quartered Red Oak
4 " 4-4x22 in. and up No. 1 and Panel Gum
3 " 5-4x6 in. and up 1st and 2d Sap Gum
8 " 6-4x6 in. and up 1st and 2d Sap Gum
2 " 8-4x6 in. and up 1st and 2d Sap Gum
10 cars 4-4 No. 3 Common Plain Oak

We are anxious to move the above items.

ANDERSON-TULLY COMPANY,

HARDWOOD LUMBER

MEMPHIS, TENN.

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building **Memphis, Tennessee**

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM

4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK

4-4 1s and 2s.....26,323 Feet
7-4 1s and 2s.....1,300 Feet
8-4 1s and 2s.....890 Feet
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK

4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Fee

PLAIN RED AND WHITE OAK

4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK

4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,595 Feet

QUARTERED RED OAK

4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH

4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS

6-4 Log Run Soft Elm....56,986 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Maple.....11,534 Feet

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

273,645 ft. 4/4 Qtd. White Oak.
43,403 ft. 5/4 Qtd. White Oak.
8,000 ft. 5-4 10-in. and up 1 and 2s Qtd. White Oak.
5,000 ft. 4-4 10 in. and up 1 and 2s Qtd. White Oak.
1,500 ft. 6/4 Qtd. White Oak.
35,000 ft. 2½ in. to 5½ in. Qtd. White Oak Strips.
30,000 ft. 4/4 to 10/4 Qtd. Red Oak.
16,151 ft. 3-4 Qtd. Red Oak.
202,701 ft. 4/4 to 8/4 Pln. Red Oak.
100,953 ft. 4/4 to 8/4 Pln. White Oak.
135,031 ft. 4/4 to 16/4 Ash.
58,325 ft. 4/4 Poplar.
26,784 ft. 5/4 Poplar.
Two cars 6/4 Log Run Soft Elm.
One car 6-4 Log Run Rock Elm.
One car 3-in. Com. and Better Elm.
One car 4/4 Log Run Soft Elm.
50,000 ft. 2-inch Gum, on grade.
100,000 ft. 1-inch Gum, on grade.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.
152,765 ft. 1" No. 1 Common White.
52,947 " 1" " Red.

GUM.
31,000 ft. 1" 1st and 2nd Sap.
15,000 " 1" No. 1 Common Sap.
20,500 " 1" Box Boards, 13"-17".
5,750 " 1" 1st and 2d Sap, 18" and up.
16,500 " 1¼" 1st and 2nd Sap.
8,700 " 1¼" No. 1 Common Sap.
25,000 " 1½" 1st and 2nd Sap.
13,200 " 1 " 1st and 2nd Red.
8,200 " 1¼" 1st and 2nd Red.
2,300 " 1¼" No. 1 Common Red.

PLAIN OAK.
58,830 ft. 1" No. 3 Com. Red and White.
28,310 ft. 1" No. 2 Com. Red and White.
15,419 ft. 1" Sound Wormy Red and White.
102,592 ft. 1" No. 1 Common White.
146,569 " 1" No. 1 Common Red.
65,783 " 1¼" No. 1 Common Red.
26,637 " 1¼" No. 1 Common White.
19,492 " 1½" No. 1 Common White.

YELLOW CYPRESS.
15,310 ft. 1" 1st and 2nd.
39,758 " 1" Selects.
76,564 " 1" Shop.
15,750 " 2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

Florence Pump & Lumber Co.

INCORPORATED

Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

FRANK MAY RALPH MAY

MAY BROTHERS

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

MAIN OFFICE
MEMPHIS, TENNESSEE

MILLS { MEMPHIS, TENN.
{ DUMAS, ARK.

W. E. Mossman, Pres. W. C. Douglass, Vice-Pres.
F. G. Smith, Sec. and Treas.

The Mossman Lumber Co.

Manufacturers and Wholesalers of All Kinds of Hardwood Lumber

Quartered White Oak and Yellow Poplar Specialties

Office: Cor. Moorehead Ave. and Belt Railway **Memphis, Tennessee**

WE WANT TO MOVE AT ONCE

2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
1 car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
1 car 4-4 1s and 2s Quartered Red Oak
1 car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
1 car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
1 car 4-4 No.1 Common Poplar

We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
25,000 ft. 4-4 1 & 2
60,000 ft. 4-4 No. 1 common
26,000 ft. 4-4 No. 1 common strips

PLAIN WHITE OAK
12,000 ft. 4-4 No. 2 common

PLAIN RED OAK
25,000 ft. 4-4 1 & 2.
100,000 ft. 4/4 No. 1 common
150,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5-4 No. 2 common

ASH
13,000 ft. 5-4 to 16-4 log run.

ELM
11,000 ft. 6-4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in

HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

C. H. L BECKERS

HARDWOODS

OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE
FURNITURE AND CHAIR DIMENSION

Victoria Building ST. LOUIS, MO.

MEMPHIS
THE HUB OF THE HARDWOOD WORLD

C. D. HENDRICKSON, Pres. and Gen. Mgr. E. E. EWERT, Sec. and Sales Mgr.

C. D. Hendrickson Lumber Company
MANUFACTURERS OF
SOUTHERN HARDWOOD LUMBER
OAK, ASH, CYPRESS, POPLAR, ELM, RED GUM, SAP GUM, COTTONWOOD
Memphis, Tennessee

J. W. Thompson Lumber Company
MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

Goodlander-Robertson Lumber Co.
MEMPHIS, TENN.

POPLAR
OAK
HICKORY
ASH

AND OTHER SOUTHERN HARDWOODS
We make a specialty of MIXED CARS
Send us your inquiries

S. C. MAJOR LUMBER CO.
W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES
PLAIN AND QUARTERED OAK, ASH AND POPLAR

GAYOSO LUMBER COMPANY
Manufacturers of
HARDWOOD LUMBER
Oak, Ash, Poplar, Gum, Cottonwood, Cypress, Hickory
SPECIALTY: SOFT ELM
MEMPHIS, - TENNESSEE

"OUR WAY"
The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

DARNELL-TAENZER LUMBER COMPANY
MEMPHIS, TENN.

Manufacturers and Dealers in High Grade

HARDWOOD LUMBER

WE WANT TO SELL
180,000 ft. 3-8 Common Plain Red Oak
(Two Years Dry)

SAWED VENEER
We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

SPECIAL DRIVE
TO MOVE
DRY SURPLUS STOCK

2 Cars 4-4 1s and 2s Red Gum
2 Cars 6-4 1s and 2s Red Gum
1 Car 8-4 1s and 2s Red Gum
3 Cars 4-4 No. 1 Common Red Gum
2 Cars 6-4 No. 1 Common Red Gum
1 Car 8-4 No. 1 Common Red Gum
5 Cars 6-4 No. 1 Common Sap Gum
1 Car 5-4 No. 1 Common Sap Gum
1 Car 4-4x13-17 Bx. Bds. Gum
3 Cars 4-4 No. 2 Common Poplar
3 Cars 4-4 No. 3 Common Poplar
2 Cars 5-4 No. 2 Common Poplar
2 Cars 5-4 No. 3 Common Poplar
10 Cars 4-4 and 6-4 No. 1, No. 2 and No. 3 Common Ash
1 Car 5-4 1s and 2s Plain White Oak
1 Car 6-4 1s and 2s Plain White Oak
3 Cars 5-4 No. 1 Common Plain White Oak
2 Cars 6-4 No. 1 Common Plain White Oak
1 Car 10-4 Common and Better Plain Oak
2 Cars 4-4 1s and 2s Qtd. White Oak
1 Car 5-4 1s and 2s Qtd. White Oak
1 Car 6-4 1s and 2s Qtd. White Oak
1 Car 4-4 No. 1 Common Qtd. White Oak
1 Car 5-4 No. 1 Common Qtd. White Oak
2 Cars 6-4 No. 1 Common Qtd. White Oak
2 Cars 5-8 and 3-4 Common and Better Plain Oak

The above and a lot of others. Send your inquiries.
All stock thoroughly dry. Planing mill facilities.

KENTUCKY LUMBER CO., CINCINNATI, O.

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:
1620 Union Trust Building
Cincinnati, Ohio

MILLS:
Norma, Tennessee
New River, Tennessee

Let us figure with you on any of the following items which we want to move, the quality of which will please you:

15 cars 1 inch No. 1 Common Poplar
10 cars 1 inch No. 2 Common Poplar
20 cars 1 inch No. 3 Common Poplar
3 cars 1 inch Wide Panel Poplar
5 cars 1 inch No. 2 Common Oak
25 cars 1 inch No. 3 Common Oak
25 cars 1 inch Sound Wormy Chestnut
10 cars 1 inch Log Run Beech
4 cars 1 inch Log Run Maple
7 cars 1 inch Log Run Basswood

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber - Ties, Staves and Box Shooks

OUR SPECIALTIES:
POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

C. C. BOYD & CO.

Manufacturers of
Hardwood Lumber
and Veneers

MILLS: North Bend, O. / Lambert, Miss. OFFICES: 40 Glenn Building

CINCINNATI, OHIO

WE HANDLE DRY
HARDWOODS
For
Domestic and Foreign Markets

Correspondence Solicited

FERD BRENNER LUMBER COMPANY
514 FIRST NATIONAL BANK BLDG. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

John Dulweber & Co.

HARDWOOD LUMBER

Mills In Ohio, Kentucky, Mississippi, Tennessee — Office S. W. Cor. Findlay & McLean Sts. Cincinnati — Distributing Yards McLean Ave., from Findlay to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

2 cars 2½ in., 3 in. and 4 in. Ash
1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.
½ car 10-4 in., 1s and 2s Quartered White Oak
1 car 4-4 1s and 2s, 12 in. and up Plain White Oak

The Roy Lumber Company

Manufacturers and Wholesalers

HARDWOODS

POPLAR A SPECIALTY

504 PROVIDENT BANK BLDG. CINCINNATI, O.

The Freiberg Lumber Co.

Manufacturers of

Tabasco and African Mahogany
Quartered Oak and Walnut Lumber

SLICED AND SAWN VENEERS

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WE WANT TO BUY

3-8 No. 1 Common Quartered White Oak
4-4 No. 1 " " " "
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Stock must be well manufactured, good width and length, thoroughly dry. Quote us delivered Cincinnati.

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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Telephones Harrison 8086-8087-8088

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Northern Territory - - - - E. W. Meeker, 355 Dearborn St., Chicago, Ill
Southern Territory - - - - H. C. Haner, 173 High St., Memphis, Tenn

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Coming Association Meeting

HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The ninth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Tuesday and Wednesday, January 31 and February 1, 1911.

R. M. CARRIER, President. LEWIS DOSTER, Secretary.

General Market Conditions

General trade conditions have shown a fair improvement during the last fortnight. Business is a little better all along the line, but this improvement manifests itself entirely in the better grades of lumber. In many manufacturing centers No. 2 and No. 3 are still piling up and the selling price average will not enable the producer to break even on his investment. While manufacturers are making a fair margin on their good stock, the coarse end is absorbing most of this profit.

One of the bright spots in the situation is the fact that quite a number of the railroads, and several of the other large corporations, are out with requisitions for a large amount of lumber, and in some instances have actually placed orders for considerable quantities. This situation is helping the car oak bill trade.

Another oasis in the desert is the fact that the box people have finally hammered the price of No. 3 poplar down to a point where they think they are safe in taking on considerable quantities. In fact, several million feet of No. 3 poplar have gone into the hands of the box maker during the last few weeks. The prices generally are not known, but it is supposed that there has been a shading of from fifty cents to a dollar to effect the trades.

Jobbers generally are carrying light stocks, as there has been very little speculative buying for a good while. Stocks in the consumers' hands are notoriously low, and the average wholesale consumer is still placing his orders in small blocks for immediate shipment. There is no evidence that contracts involving any considerable quantities of lumber have been placed for future delivery.

The general situation of business would warrant the assumption that trade and prices should materially improve with the oncoming months, and it is just possible that a repetition of 1902 conditions may obtain this year and that November and December will be active buying periods for hardwoods. A good many sagacious lumbermen seem to think this situation will prevail.

There is one good thing about it, and that is that the majority of manufacturers and jobbers have in no wise lost their courage and are thorough optimists over the future of the hardwood business. With this idea in view, prices on good end of all varieties of lumber are remaining firm, and but short concessions are being made in the lower grades.

Increased Difficulties In Securing Profits

There is no gainsaying the fact that hardwood trade conditions as a whole have not been in good condition for nearly three years. Manufacturers, when they have charged up to their mills the actual price at which they could have sold their stumpage to outside parties, have made very little money. The jobbers do not pretend to have made any such profit as they should to compensate them for their time, labor and investment.

Ordinarily, in periods like the last three years, the jobber has had much the best end of the deal. He has been able to buy lumber from manufacturers at less than producing cost and by a thorough acquaintance with the trade has been able to market it at a profit. This has not been true of late, however, and manufacturers and jobbers alike have worked on a dangerously close margin.

There never has been a time in trade history when there was as much manipulation in grades going on as at present. This manipulation is not confined to any particular element of the trade, but is almost universal. With diminishing profits, the manufacturer and jobber have attempted to work off the lowest grade that the customer would possibly stand for. The result is that there is not remarkably smooth sailing between sellers and buyers of any type. It is a buyers' market, to be sure, and they are very critical. The demand for reinspection and adjustment follow many lumber shipments with great regularity. There is an increased call all along the line for adjustments of every sort based on claims of off grades, shortage, delay in shipments and every other possible reason that can be figured out by astute buyers.

If there was ever a time for all elements of the hardwood trade to get together on a logical basis of trade ethics, it is pretty nearly at hand.

Hemlock In The South

For years a considerable quantity of hemlock lumber has been manufactured from this timber interspersed with hardwoods through out Kentucky, Tennessee, West Virginia and western North Carolina.

At times there has been a fair profit in the manufacture of hemlock lumber in this region. This profit has been secured quite largely through local demand, which has consumed considerable quantities.

During the present year with the very low price that has prevailed for yellow pine, which has thoroughly invaded the hemlock sales territory, it has come about that hemlock producers in the mountain regions have been unable to secure a new dollar for an old one in the manufacture of this lumber, and beyond this have lost any possible value that hemlock stumpage possesses. Scarcely a manufacturer of this wood in the district named claims to be making a dollar out of it, and in quite a number of cases hemlock production has been suspended.

In the hardwood and hemlock region contiguous to Asheville, hemlock stumpage owners are now turning their attention to transforming their hemlock timber into wood for the production of pulp and fiber for paper making, following the trend of the spruce manufacturers who market their small spruce in this form. To be sure hemlock fiber wood is not as valuable or does not command nearly as high a price as spruce, but this seems to be about the only salvation there is for utilizing the remaining stand of hemlock in the mountain region.

Hemlock is a peculiar wood from the fact that the intermingled hardwoods can not be cut out without killing its growth, and if any utility is to be made of the stumpage it has to be cut at the same time the hardwoods are.

It is understood that recent deals made with the fiber companies show the hemlock owners about seventy-five cents a thousand stumpage, which naturally looks pretty thin for any considerable resultant profit.

The Price of Hardwood Stumpage

The price placed upon hardwood stumpage is constantly growing. Timber properties that went begging a few years ago at three to ten dollars an acre are now eagerly snapped up at twice and three times this sum. It goes without argument that the choicest and most valuable hardwood stumpage in the United States is now in the hands of actual operators. Many manufacturers are pretty well cut out and are earnestly seeking new investments to perpetuate their business. The remaining timber areas are constantly being cruised to find if the stumpage at the price asked can be converted into lumber at a profit.

While considerable areas of good hardwood timber is still standing in this country, it is so located that the operating expense is so high as to almost preclude the possibility of getting any profit out of investments at the present base of stumpage cost.

There was a time when mountain and swamp operations could be carried on and lumber be produced at eight to ten dollars a thousand feet. Today the cost has run up to twelve and sixteen dollars a thousand feet and in some cases even higher. When on top of this operating cost, two to five dollars a thousand stumpage is added, there is little left for manufacturing profit.

Stumpage values have never declined. They keep constantly growing higher and higher, but in the minds of many leading operators today it is thought that timber values must decline before there is any safety in making additional purchases with a view of immediate operations. As a matter of fact many of the current purchases of hardwoods are made for investment and not for operation, buyers feeling that eventually stumpage will increase to a point to show a profit, which is not possible at the present value obtainable from lumber.

This awakening to the situation is militating against a large number of transactions in hardwood timberlands at the present time. It is not likely that there will be very many important timber land sales consummated in the immediate future unless the lumber market should show a material accretion in strength. Lumber manufacturing cost never will be any lower, and is increasing day by day. Stumpage values are firm and high. Lumber values, save for the small and better end of the product, are low.

Here is the situation in a nutshell: Average lumber values are too low or stumpage values are too high.

THE CRUX OF THE MATTER

The trouble with the lumber business lies in the fact that too many are trying to get all out of it they can for themselves; and too few are willing to do anything for the trade as a whole.

Meeting Executive Board Hardwood Manufacturers Association

An important meeting of the executive board of the Hardwood Manufacturers' Association of the United States was held at this organization's general offices, Cincinnati, on Saturday, October 29. Most of the members of the board were present.

Much detail work, including matters of inspection and office system, was gone over and approved.

The secretary reported that since the last meeting of the board fifty-three new members had been admitted to membership, of which forty-two are manufacturers, six wholesalers and five consumers.

After consideration of the tally book put out by the HARDWOOD RECORD, Chicago, known as the Gibson Tally Book, on motion it was decided that the association should heartily endorse the book and recommend the use of it by all lumbermen.

The president was authorized to appoint delegates to the next meeting of the American Lumber Trades Congress.

The board recommended that support by all members of the association be given the National Classification Committee carrying on a campaign in favor of the wooden box interests.

It was decided that the next annual meeting of the association should be held at the Sinton Hotel, Cincinnati, on Tuesday and Wednesday, January 31 and February 1, 1911. The president was authorized to appoint an entertainment committee composed of Cincinnati lumbermen to take charge of the entertainment, with instructions to make the same as simple as possible.

A replica of the badge employed at the last convention, with some slight deviation in the matter of attachment, was endorsed for the official badge of the next meeting.

Considerable discussion was entered into regarding the program of the meeting, which will be altogether in the line of practical and pertinent subjects pertaining to the hardwood industry.

President Carrier recommended that all members who maintain a traffic department should attend the traffic meeting at New Orleans on November 17.

The secretary was instructed to attend the semi-annual meeting of the Southern Cypress Manufacturers' Association at New Orleans, November 16.

The board recommended the adoption of the suggestion of the National Lumber Manufacturers' Association to appoint as agent for individuals having business before the Interstate Commerce Commission A. F. Tennile, 35 Bliss building, Washington, D. C., and that a notice of such appointment be sent to the Interstate Commerce Commission.

Lumber Freight Rates

Ever since the 1907 depression in business, the railroads, with and without authority, have been writing new and advanced rates into their lumber tariffs, and of late repeated hearings have been held before the Interstate Commerce Commission in which the railroad people have made an attempt to justify their demand for increased charges for the transportation of forest products.

Incident to these hearings and investigations, the railroads have been very generous to the daily newspaper and magazine press in the way of advertising. Some of this advertising has told what the railroads do for the public. Others what they want to do for the public, and are unable to on account of the paucity of revenue. Some of the announcements have attempted to show specifically the proportion of receipts that have been expended for various purposes and invariably show the percentage that has been devoted to the purchase of lumber and other materials entering into railroad use and the large percentage that has been paid for labor.

Unfortunately for sustaining the claims of the railroads that they absolutely require increased revenues to carry on competent freight service, the regular reports of earnings have shown that their business was not nearly in so deplorable a condition as that of a good many lumbermen. On the whole, the railroads on their side of the argument have made a very poor showing up to date. The evidence they have presented has not constituted proof. Perhaps it is all right for them to attempt to influence public opinion by their very sagaciously written and arranged advertising, but they have held out a bigger club than this to influence the situation by restricting their purchases of railroad material to the very minimum.

There seems to have been a concerted effort on the part of the railroads to reduce their stock of materials to the very lowest possible notch. There has been a veritable paucity of orders placed by leading railroads and many other big corporations for the past three years. Right now it happens that their situation is so desperate that a considerable volume of business is being secured by the lumber trade from railroad sources, but the purchases are still coming very unwillingly. Comparatively speaking, the railroad business is an extremely prosperous one when compared with the situation that confronts the average manufacturer and merchant of lumber.

Statistics To Be Furnished By The Roads

Washington advices state that the railroads included in the territory in which the rate controversy is most pertinent have been requested by the Interstate Commerce Commission to submit detailed records of all costs and expenses of operation in that region during the months of April, May and June for 1907, 1908, 1909 and 1910. The objective of the commission is evidently the establishment of the exact figures showing the increase in operating expenses of the various carriers named, but it is also important to the shippers in that it will enable them to secure certain information which heretofore has been denied them.

The commission sets the latest date for the presentation of these reports as December 5, a date which will probably have considerable bearing on the ultimate outcome of the controversy. The statistics now available, relative to past operating expenses, while they probably are honest as far as the roads are concerned, are of necessity too vague, owing to the lines upon which the railroad business has been conducted, to be of any particular value, and it is surely to be hoped that the new requirements will have a desired effect on the roads.

"The Propensity To Steal"

One of the best-known farm journals in the country under the above heading, in its leading editorial, says that the moral tone of a country is pretty low when universal tolerance of petty stealing is looked upon as good business. Turn where you will, you will come face to face with theft.

The publication analyzes the situation in detail by stating that scales have long been manufactured that guarantee that the butcher can sell meat for the same price he pays for it and make six cents a pound profit. The selling scales cheat the purchaser, that's all. The spring balance scales used in stores, by ice men, by junk dealers, are so easily "fixed" that the customer is lucky indeed who gets what he pays for or gets paid for what he sells. The scales may be honest, built to weigh correctly, but in the hands of unscrupulous merchants they weigh a few ounces off every time. This system of scale manipulation is employed by unscrupulous stock buyers, hay, grain and coal dealers, and is the way the sugar trust stole millions of dollars from the government. It is simply a case of honesty or dishonesty on the part of those who do the weighing.

In the matter of measures there are many ways of stealing from the purchaser. The standard bushel contains so many cubic inches. It makes a big difference what form the measure assumes, whether or not the purchaser is cheated. Peck measures so commonly used in grocery stores are merely long tin cylinders and are used in measuring potatoes, apples, etc. The measure may contain sufficient cubic inches to be accurate if small grain were being measured, but when it comes to potatoes and apples a cylinder may not hold a peck of bulky material. There is too much waste space.

Quart and gallon measures are often denied so as to cheat the buyer. Measures often have false bottoms. Fruit boxes are of varying sizes, and so with all sorts of package goods. There should be a standard for cubical contents as well as the form of these measures.

The paper also chases the farmer and accuses many of them of dampening the grain or hay so it will weigh more; of putting water in their milk and of filling their hogs up with sand and swill just before passing them over the scales. It says there is stealing all along the line and the dishonest farmer is just as dishonest as the merchant, but he hasn't as much opportunity.

It is hard for a publication like the RECORD even to suggest that the propensity to steal in grade, weight and measure is not entirely confined to merchants and farmers, but there is altogether too much evidence of it in the conduct of lumber affairs, and this important business will never be placed on a satisfactory basis until standards of grades, measurement and trade ethics are established and enforced.

Were there any way of legislating a dishonest man into an honest one, with the entire moral tone of the trade so improved to the extent that petty stealing in lumber affairs would be so thoroughly deprecated as to make the man indulging in it a marked and despised individual in the trade, it certainly would have its effect.

The above observations are reminiscent of a conversation that took place between two leaders in the hardwood lumber business a short time ago. One was a jobber and the other a manufacturer. The former purchased a carload of lumber from the latter. The conversation took place in the jobber's office and was substantially as follows:

"Bill, I recently bought a carload of firsts and seconds plain oak from you, didn't I?"

"You did."

"I found about two thousand feet of No. 1 common in that car, Bill."

"I shouldn't be surprised if you did, because that is about the proportion of No. 1 common we put into cars of firsts and seconds."

"But, Bill, here is your invoice which reads '12,000 feet of firsts and seconds.'"

"Yes, I reckon that's so."

"Bill, do you presume to say to me that you are not only a liar but a thief as well?"

"Well, I never had the thing put to me in just that shape before but it's really the custom of the trade, you know."

"Bill, it is not the custom of my trade and my way of doing business. I am going to give you a check in full for this car and want to say to you that you never can sell me another, because I object to doing business with a man who is a self-confessed liar and thief."

The above is an actual occurrence and the conversation did not take place between a couple of pikers in the trade, but between two of the biggest, best-liked and strongest men engaged in the hardwood industry of the United States.

Is it good business sense to sell one grade and deliver another?

Is it good sense to ship short measure?

Is it good sense to countenance a propensity to steal?

Pert, Pertinent and Impertinent

Watch Yourself Go By

Just stand aside and watch yours elf go by
Think of yourself as "he," instead of "I."
Note, closely as in other men you note,
The bag-kneed trousers and the seedy coat.
Pick flaws; find fault; forget the man is you,
And strive to make your estimate ring true.
Confront yourself and look you in the eye;
Just stand aside and watch yourself go by.

Interpret all your motives just as though
You looked on one whose aims you did not know.
Let undisguised contempt surge through you when
You see you shirk, O commonest of men!
Despise your cowardice, condemn whatever
You note of falseness in you anywhere.
Defend not one defect that shames your eye,
Just stand aside and watch yourself go by.

And then, with eyes unveiled to what you loathe
To sins that with sweet charity you'd clothe—
Back to your self-walled tenement you'll go
With tolerance for all who dwell below.
The faults of others then will dwarf and shrink,
Love's chain grow stronger by one mighty link—
When you, with "he," as substitute for "I,"
Have stood aside and watched yourself go by.

—S. W. Gillham, in *Success Magazine*

Modern Mary

Mary had a little skirt
Tied tightly in a bow,
And everywhere that Mary went
She simply couldn't go.

Harper's Bazar.

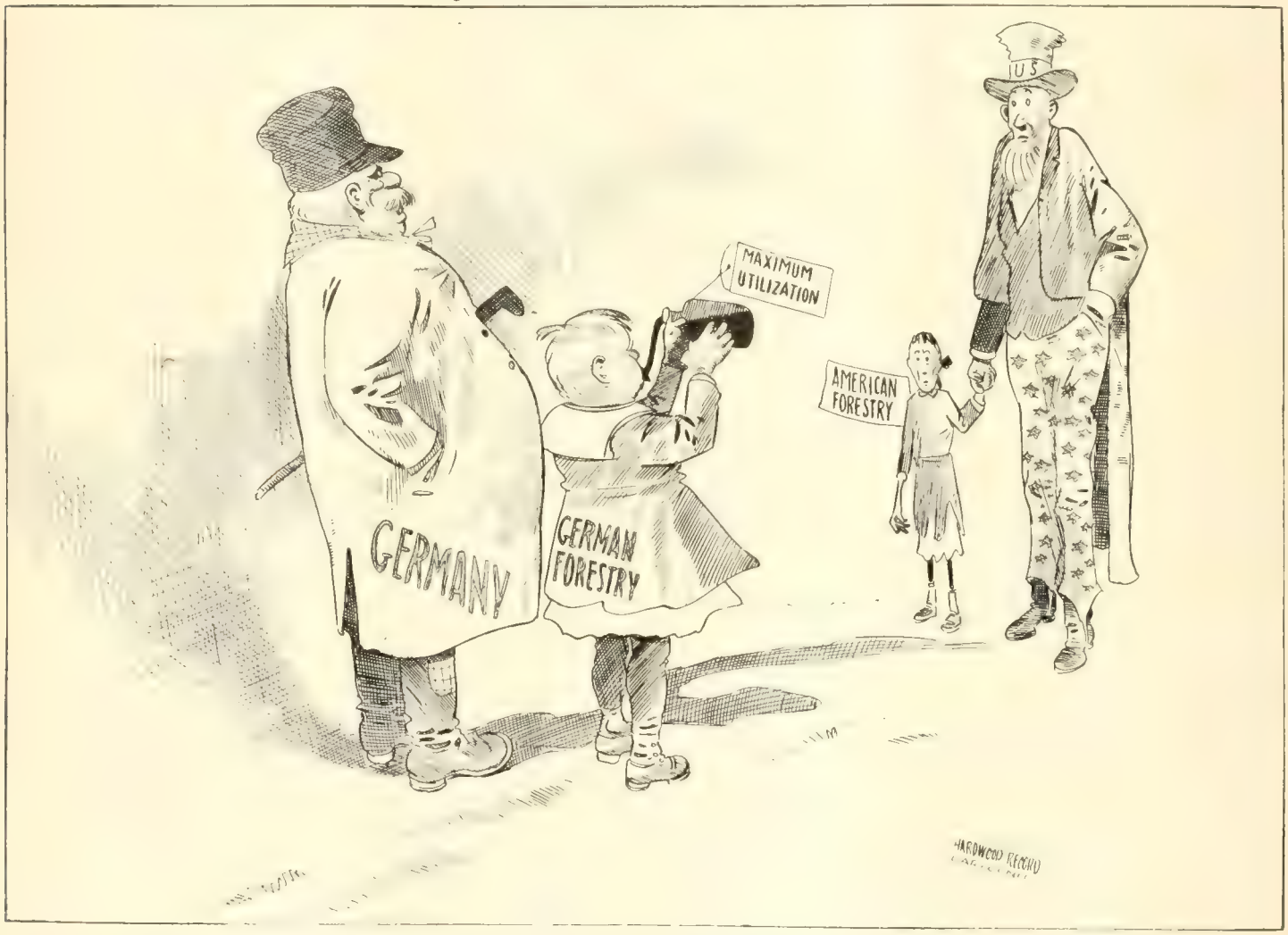
A Warning

Mrs. Oldun—I hope you and your husband live happily together?

Mrs. Strongmind—I should say we do. I'd just like to see him live unhappily with me!—*Wasp.*

Old people have wisdom, but they would rather have hair. They have experience, but they would trade all its lessons for hope and teeth.—*Hoo-Hoo Bulletin.*

Information Wanted



U. S.—"Say, Germ, can't you give me a few good tips on how to nurse my kid?"

A Suitable Name

"What's that you call your mule?"

"I calls him 'Corporation,'" answered the old colored man.

"How did you come to give him such a name?"

"F'm studyin' de animal an' readin' de papers. Dat mule gits mo' blame an' abuse dan any thing else in de township, an' he goes ahead havin' his own way jes de same."

Automobile Epithets to Date

By the man who has not yet bought one—Gas wagon, chug car, joy buggy, devil wagon, Juggernaut, petrol pest, hell cart.

By the proud owner—My machine.

There are big houses and small, handsome and plain, dear and cheap, but every house is like a suit of clothes in that it makes such a lot of difference who is walking around in it.—*Life.*

Every cloud has a silver lining—but it isn't the cloud that we want. Elbert Hubbard.

As a place of residence, a fool's paradise is to be preferred to a hell of reality.—*The Smart Set.*

When hearts are trumps a girl expects a young man to play a diamond.

Usually when a man falls short of success, the trouble lies in some specific direction; it may be bad judgment in buying; it may be poor selling methods; it may be improper handling of people. Whatever the fault, I believe men could educate themselves out of it, if they really resolved to do so and went about it intelligently.

C. D. Peacock.

It is said that all dogs in Peru have the Peruvian bark.

Occasionally a man gets the best of it while looking for the worst.

The Commercial Hickories

The latest bulletin issued by the Forest Service at Washington, Bulletin 80, under the above caption, is compiled by A. T. Boisen, Forest Assistant, and J. A. Newlin, Engineer of Timber Tests. This is undoubtedly one of the most instructive and practically valuable publications of recent date issued by this department, which has gotten out a vast number of other bulletins treating of various other trees along somewhat similar lines. The bulletin contains upwards of seventy pages and takes up the entire subject of commercial hickories from every possible point of interest. It is well illustrated with photographs of numerous stands of hickory, illustrating the possibilities of regeneration by natural means, and also contains botanical cuts, which will be found instructive to even the ordinary lumberman.

The information is divided under various sub-heads, starting with the economic importance of the species. Under this are grouped figures showing the annual consumption and also information relative to the various uses of hickory and ending with data on the export. The second section takes up in detail the present supply and gives in a measure the ownership of various tracts of importance. Data relative to lumbering follows, in which are grouped the prevailing stumpage prices, log rules and figures relative to waste. One of the most interesting sections of the bulletin is that devoted to the tree itself, showing its forms, the various species, both pecan and true hickory, the range of distribution, soil, moisture and light requirements and also its powers of life, reproduction and growth. The information embodied under the chapter treating of volume and yield will be found of great practical value, as will also the following chapter, which takes up the mechanical properties of the wood. Under this heading the results of various tests are tabulated, together with numerous factors affecting the strength of the wood. Hickory is compared here with numerous other woods, and then is taken up the possible future supply, under which various methods for perpetuating the visible supply are suggested. These methods are grouped under economic means and sylvicultural means, the distinction being that by the first method the conservation of the tree is attempted merely by economizing in waste and by restricting the use of hickory only to such utilization as absolutely require the use of this wood. Sylvicultural means signify actual working of tracts along definite sylvicultural lines to provide for future reproduction.

Under the chapter dealing with the economic importance of the tree, it is interesting to note that 1908 figures show that 200,000,000 board feet of hickory were cut during that year and actually sold as lumber, while about 130,000,000 more were worked into such products as spokes, rims and various other articles. Including, however, the waste in the woods and mills, the total consumption for that year was not less than 450,000,000 feet. Of the industries using hickory, the vehicle factories take about sixty-five per cent of the total cut, using the wood for such purposes as spokes, rims, poles, etc. While oak, ash and acacia are substituted in Europe for some of these purposes, the vehicles produced are admittedly inferior and the present high standard of American manufacture would not permit of such substitution. The tool handle industry consumes annually about 80,000 cords or ten per cent of the total cut, which goes into handles for axes, picks, hatchets and numerous other similar articles. The use of other woods for this purpose, such as hard maple and white oak, is limited and local. About eight per cent of the total cut of hickory goes to the agricultural implement houses. Another use, which is probably not as well known as those previously mentioned, is for sucker rods in oil wells. These rods demand clear stock up to thirty-five feet long, and hickory alone is adapted to the peculiar requirements. These industries consume about ninety-five per cent of the total, the other five per cent going to the special products, such as skewers, golf sticks, ladder rungs, various pins, etc. It is estimated that the cut for fuel has amounted to as much as 1,000,000 cords, hickory being of course the best fuel wood produced in this country. While a large quantity of the products manufactured in the United States are consumed locally, a good percentage is shipped abroad annually in the form of rims, spokes, handles, etc.

The bulletin states that hickory once grew in commercial quantities from Connecticut, New York and southern Michigan south to Florida and west to Illinois, Missouri, Oklahoma and eastern Texas, forming in this region about one-fortieth of the total hardwood stand. The original supply is now approaching exhaustion, some of the larger companies are already making a second cut and in the course of a few years the conditions now existing in southern Indiana and Ohio will be duplicated in the South, from whence practically all the hickory is now shipped. The existing stands of hickory are at present in small holdings mainly, and as a rule are the property of the farmers, being found in their so-called woodlots. There are still a few large holdings in the lower Mississippi valley and southern Appalachians, though these holdings are not valuable chiefly for the hickory.

The bulk of the hickory of commerce is cut either by small portable mills sawing only hickory and oak and moving from place to place as the supply is exhausted, or by farmers and contractors, who rive out the billets in the woods and ship them to central stationary mills. The portable mill commonly cuts material for rims, poles and shafts, cutting first into rough strips to be shipped to the larger mills for finishing, hence there is an unusual expense item attributed to logging and milling, as the wood is heavy, hard to handle, besides cutting with a good deal of waste. Furthermore, rough stock must be shipped green, necessitating heavy freight bills.

The value of hickory, next to black walnut, is the highest of any American wood, a fact due to the great cost of lumbering as well as to the large amount of special stock cut. The stumpage prices are, however, still comparatively low, the existing price in the South ranging from two to five dollars; in Ohio from fifteen to twenty-five dollars, and in Pennsylvania, Maryland and Virginia, fifteen to thirty-five dollars.

In view of the high value of the wood, the apparent loss both in the woods and in the mill seems appalling, it being conservatively estimated at forty per cent of the total cut. The wood's waste can be charged chiefly to unnecessary restrictions against heartwood and bird-pecked wood, such waste being particularly great where spoke billets are rived out in the woods. Only white billets are taken, the red ones bringing a little more than half as much as the others. Further, the wood from the upper part of the tree is discriminated against in favor of that from the lower cut. At the mill there is a large unavoidable waste due to the large number of special products manufactured and here also the element of heartwood and bird-pecked material is directly responsible for the loss of a good deal of valuable stock. These causes, together with such practices as cutting various products unnecessarily long and also with the unnecessary destruction of young growth in lumbering and grading, will seriously affect the future supply.

Under the chapter dealing with volume and yield, the results of exhaustive investigation are tabulated under various tables, which show at a glance the cubical contents of any sized tree of any height and also determine the volume in cubic feet of cordwood and the usable volume per cent of the entire tree. Besides this the average merchantable length of various sized trees are given and also the proportion of heart, sapwood and bark of hickories of different diameters, of virgin timber and second growth, the taper of stems, and log rules and volume tables covering every possible question that might arise. The tables were compiled after accurately measuring a large number of trees for each one and have every indication of accuracy.

The chapter treating of the technical qualities of the wood is of great importance. The various tests were applied to trees taken from four different localities and seven species, from the Mississippi delta region, from Ohio, West Virginia and Pennsylvania. The tests were all performed on regulation, well-known testing apparatus, but were of probably more exhaustive and reliable a character than the average timber test. Such points as specific gravity, weights per cubic foot, fiber stress

at elastic limit, modulus of rupture, modulus of elasticity, horizontal shear at maximum mode, resilience to elastic limit, work to maximum load and total work were determined. The results of the comparisons of hickory with other woods show it to be in a class by itself as far as strength and toughness are concerned. Eucalyptus approaches very nearly the strength of hickory, but the grain is locky and the wood hard to work. Hard maple wagon axles more nearly compare to hickory than those of any other wood. Hard maple has about the strength of hickory, but is of inferior toughness. It could be used for this purpose as a good substitute for hickory, except that it has a twisted grain. White oak, besides being inferior in strength and toughness, is too valuable for other purposes to be substituted, though red oak, carefully selected, might take the place of the poorer grades of hickory, as is also the case with ash. Though catalpa is used to a limited extent for buggy wheels, its greatly inferior strength will prohibit its entire substitution.

The investigations relative to factors that effect strength are compiled in the form of numerous tables, showing the effects of various conditions of light, heat, moisture, rate of growth, weight, soil conditions, age and position of tree both as regards the individual tree in the forest and the environment of the forest itself as a unit, on the strength of the wood under all sorts of conditions. The bulletin goes exhaustively into the deductions from each table and lays particular stress on the different strength conditions of young and old wood and of second growth and virgin timber.

In conclusion it states that the hickory supply is practically on the verge of serious shortage. Virgin timber, which hitherto furnished the principal supply, is disappearing rapidly, with no apparent foreign sources to be drawn upon. This means, of course, that the country will shortly have to resort entirely to second growth. It is undoubtedly fortunate that size cuts no material figure in the utilization of this tree, though it can not be cut as early as catalpa or black locust. Moreover the yield per acre is comparatively low. Further, the demands of the consuming trade are very exacting, less than one-half the total volume being used generally. These facts are not considered, however, in prevailing prices, and under the fairly high stumpage price of $10 per cord, a good stand of fifty-year-old hickory is worth only about $80 an acre. Prices, however, are bound to advance because of the high technical value of hickory, together with its fast diminishing supply, and with the hardwood forests of the country under proper management and the waste item minimized, there should be no difficulty in producing all the hickory necessary for home consumption. There are now about 100,000,000 acres of forest land where hickory is grown naturally, though the largest part of this is in an extremely low productive condition through wasteful cutting and severe burning and pasturing.

It is now up to the users of hickory to do their part toward perpetuating the supply by reducing waste and improving the economic conditions of the trade. To accomplish this end the grading rules should be revised, eliminating unjust discrimination against heartwood and bird-pecks. Steps to this end have already been taken by the National Hickory Association and when in force will reduce the annual cut at least fifteen per cent. Secondly, over production should be prevented because of the great susceptibility of the species to the attacks of borers and the consequent deterioration of accumulated stock. Action has also been taken along these lines, of a more or less definite nature. As a still further action in behalf of the future supply, there should be less specialization in the manufacture of hickory. Such small articles as skewers, handles and dowel pins should merely be by-products in the manufacture of spokes, ax handles, shafts and rims, while spokes and handles can be in their turn a product manufactured merely in connection with rims, poles or shafts. It needs no explanation to convey the value of this method of utilization. A still further example of the enormous waste in hickory manufacture is seen in connection with the manufacture of spoke billets and handle blanks in the woods. Here only the very choicest wood is taken and the rest left or sold as firewood. By sawing instead of riving, an immense amount of waste could be eliminated and the wood used, practically without the waste element being apparent.

Further, to place the hickories on an equal commercial footing with other trees, the present inaccurate and unjust rule should be substituted by a cubic foot log rule. In addition there should be a general advance in prices to permit of a higher stumpage value. Such an advance is inevitable and the sooner it begins the less danger will there be of a serious shortage with accompanying still higher prices and great inconvenience.

The most simple sylvicultural means for perpetuating the species is a simple, clear cutting for coppice growth. Inasmuch as the majority of the wood now used is from the sapwood or from second growth, this method of procedure would require no material change from present conditions. This plan of action could only be applied, however, to pure stands of hickory which exist principally in the Ohio valley. In mixed stands, owing to the faster sprouting capacity of other species, the hickory sprouts would be overtopped and retarded in growth. In many other localities it will be found necessary to plant, with the ultimate idea of working as a sprout forest. Fall planting should not be attempted, owing to the danger from rodents, and care should be exercised to select only those species best suited to soil conditions. After the stand is well under way it should not be allowed to become too crowded, as this will militate against the quality of the wood. Thinnings should begin between the twenty-fifth and thirtieth years, inferior trees being removed first, of course. Where there is an uneven stand of mixed species containing a fair amount of hickory, the tree can be readily reproduced by the selection system. Undesirable trees of other species should be eliminated and then after the hickories have obtained a sufficient height, bearing in mind the importance of clear bole, which can be obtained by a close stand, they should be made to grow as rapidly as possible, using the ax to thin out the feebler specimens. Thus by a well thought out policy of sylviculture, by intelligent cuttings every eight or ten years, and by establishing a reasonable ultimate diameter limit, together with particular attention to the protection of the young growth, the owners of hickory woodlots will shortly have hickory stands of immense value in their possession.

It is only by beginning immediately to work along the lines suggested in this most valuable bulletin, or along similar lines, that the present consumers of hickory will be enabled to continue the manufacture of those articles which seemingly can be manufactured only with a sufficient supply of good hickory stock available. Any present investment of capital would be more than offset in the course of a few years, were conditions allowed to go on as at present, by the immeasurably greater cost both of stumpage and of production.

Experimenting with Wood for Shuttles

From the Chicago office of the United States Forest Service, devoted to the question of wood utilization, comes the advice that that office is co-operating with an eastern manufacturer of shuttles with a view to ascertaining what woods now not used for the manufacture of that article possess suitable physical qualities. Several woods found in the Pacific coast national forests, namely, Pacific dogwood, California valley mahogany, cascara buckthorn, madrona, golden leaf chinquapin and Pacific yew, have been experimented with, and in addition Missouri red gum will be subjected to the various tests.

The entire manufacture of shuttles was formerly from Turkish boxwood, the mills of this country and Europe importing what they required from that country at reasonable prices. With the introduction of roller skates, however, the increasing demand resulted in a much higher scale, and it was not long before the price was practically prohibitive as far as the utilization of the wood in the manufacture of shuttles was concerned. American dogwood and persimmon proved satisfactory substitutes and have been utilized for this purpose for a considerable length of time, dogwood being preferable. It has been realized, however, that the supply of these woods is extremely limited and it is with this object in mind that the present investigations are being carried on.

Of the western species, Pacific dogwood seems best suited to the demands of the shuttle manufacturer, as it closely resembles the species of the East. The so-called valley mahogany possesses a hard wood of exceedingly firm texture and capable of a high polish. Buckthorn is also extremely strong and can be smoothly polished, and, in addition, large quantities exist readily accessible. The madrona is considered as a fair prospective substitute in that it closely resembles pearwood, from which a fair grade of shuttles are made. The smooth grain and great hardness of yew and chinquapin suggest the practicability of their utilization.

The 1909 Lumber Cut

The total cut of lumber, lath and shingles in the United States during the year 1909 has been determined by the Forest Service and the main facts and figures of the report have been sent out from that office. While the total figures for many of the items, such as the total yearly cut, number of mills in operation, etc., show a very decided increase over any previous year, this apparent increase is very likely not actual, as previously the information embodied in the reports has been collected mostly by mail, whereas the report for 1909 is compiled from records collected by agents on personal visits to the mill points. In this way many mills which otherwise could not be reached are now reported, and their output, which in many cases is for purely local consumption and has no effect on the general market, is included in the grand total.

The records show that the total cut for the calendar year of 1909 was 44,585,000,000 feet, which was an increase over 1908 of 34.2 per cent and of 10.8 per cent over 1907. The production of lath and shingles also showed material increases over both 1907 and 1908 figures. The fact that the increase was not confined to any few individual states, but was general all over the country, is especially noteworthy.

The reports state that nine-tenths of the total pine stand in this country is now in the Gulf states from Virginia to Texas, and that the cut in this group has been steadily increasing for several years past. Figures for 1909 show that here were cut 49.5 per cent of the total number of feet of lumber produced in the entire country. On the other hand the importance of the Lake states as a lumber producing region is gradually but surely decreasing. Michigan, Minnesota and Wisconsin produced in 1909 only 12.3 per cent of the total output of lumber, which is about one per cent less than the previous year. While the wood pulp industry cuts heavily into the supply of spruce in the New England states and New York, this tree, with white pine, is still the dominant species in that region. These states produced 7.5 per cent of the total in 1909, a considerable falling off from the figures of 1908.

Going west, the Pacific coast states increased their output from 1908 to 1909, 28.3 per cent, though the lumber cut in these states during 1909 is proportionately smaller, based on the total, than 1908, it being 15.5 per cent. Douglas fir was far [illegible] tree.

Various hardwoods of the country contributed twenty-four per cent of the total cut of lumber during 1909, which represents 10,693,000,000 feet. The rest is of course made up of softwoods, which includes the cut from many sections of the country, as the Pacific coast woods and western cedar, the pine of the Middle West, the yellow pine, long leaf and North Carolina pine of the South, together with the hemlock, spruce and white pine in that region, the white pine and hemlock of the Lake states and the spruce and white pine of the New England states and New York. Of the hardwoods the production of oak is far ahead of that of any other one species, it being 4,446,000,000 feet during 1909. This represents ten per cent of the total cut as against 8.3 per cent in 1908 and 1909 and 9.2 per cent in 1907. There was a substantial increase in the hickory production during this year, the cut aggregating 338,000,000 feet.

The state of Washington supplied the largest total cut of any one state and is followed in the order of importance by six southern states, Louisiana being first. The first northern state mentioned is Wisconsin, which stands in seventh place with a total cut of 2,025,000,000 feet compared with 3,863,000,000 feet for Washington. Kansas is at the foot of the list with 5,000,000 feet.

The total number of mills reporting for 1909 was 48,322, an increase of about 17,000 over the 1908 figures. There were in the pine producing Gulf states 23,255 mills, an increase over 1908, which is accounted for primarily, as stated above, by a more complete census.

Some Phases of Handle Production

BY H. B. ALEXANDER

COST OF SMALL BROOM HANDLES

While I have visited quite a number of handle plants and have heard many others described in detail, I have never yet seen or heard of what I would call a model handle plant. I have spent considerable time thinking over this matter and have drawn more than one set of plans, and I hope some time to be able to put the actual facts together in such a way that they will be of some value to the handle industry of the country.

Nearly all handle plants have some modern machinery, but none have up-to-date equipment throughout, as most of the concerns have been running for a number of years and they do not replace machines until the old ones are no longer fit for service. The plants that have been started recently are almost all operated by men who know but little of the handle trade and who fancy that any old thing will do for a handle factory. I had a letter from such an experimenter a short time ago. He now realizes his inefficiency and is looking around for a good handle man to undertake to teach him what he thought he knew when he started in business.

It has often been said in my hearing that a good broom man would be a valuable factor in the average handle plant. Not long ago the foreman of a local broom shop visited our factory and I decided to try out the truth of this statement. I asked this man to show me how he thought handles ought to be sorted. At first he demurred, but after some arguing he consented. Now, he is an expert at broom making and it would naturally seem that he ought to be able to sort handles well, but the first thing he did was to throw No. 1 handles into the Extra bin, and No. 2's into the bin for the No. 1's. He said that a small defect on the lower end of the handle where it would be covered by the corn and the label would not be objectionable, which is correct so long as the defect does not injure the strength of the handle. The fact is, however, this man is very particular about his handles, and if we were to send him a few bundles of handles sorted as he indicated, we would lose his trade at once.

Broom men seem to think that the Extra No. 1 grade of handles ought to be without a defect of any kind, which would be all right if they did not insist that the other two grades be just as good. When they use the handles they put the first two grades into the same grade of brooms, and if they buy No. 2 handles they sort them out and use the best of them for their best brooms, and then often kick because there are not more in the shipment that can be used in this same way. It is quite the usual thing for handle manufacturers to sweeten the No. 2 grade somewhat, but it seems to me that in some cases this is carried too far.

[illegible] any factory are the common set screws which are left with a head projecting out from shaft or collar two or three inches or even one inch. The ones that are used in the old style iron pulleys are bad enough, but in most cases they set back in the hub so that there is but little chance of anyone being caught on them. More people have been killed or badly injured by being caught on such screws than by almost any other accident. Almost all the states have laws against this sort of thing, [illegible] spector even refer to them. The liability companies, however, always watch out for them, and they will not carry insurance on a plant that has very many in sight.

There are several types of set screws on the market, to which the term safety can be rightly applied, but most of them have some fault or other that causes the average millman to condemn them and to continue using the old style, which has the virtue of staying set. There is the kind that has to be tightened up with a screw driver so that the head is below the surface of the collar, and there are others that must be

tightened with a small socket ring, but both of these styles do work loose. There has been put on the market recently, however, a set screw that is very good, and it is said that the United States Navy Department uses no others in their shops. This is the so-called hollow set screw which has an octagon shaped hole in it and with which a special wrench to fit is furnished. These screws are short and do not project above the collar, and when once set they will never come loose. An investigation of these screws will certainly prove that they are worth trying.

One of the first things to be learned in connection with machinery and transmission is the old rule that a belt will travel to its highest point, or rather to the point farthest away from its driver. This is a fact, that has been taught men for years and yet it is not always true. Even with a brand new belt, it will not always work, although why, I do not know.

Recently we purchased a fine new eight-inch single leather belt which gave us not a little trouble before we got it to run properly. The belt was to run from a large flat face pulley on the line shaft down to a pair of T and L pulleys on the countershaft. Before we put the belt on we trued up the counter to the line shaft and had it in perfect line and level, and yet when we put the belt on and started it, it would not stay on the tight pulley at all. When it finally was put in good running order where we wanted it, we found that we had had to put that end of the shaft one-half inch nearer the line shaft than the other end. In this case the belt run to its nearest point. This experience with old belts is not new to me, but I have never had the trouble before with new ones. There are exceptions to all rules, and it would be rather interesting to know the reason of this one.

In talking to a prominent broom manufacturer not long ago, he made the remark that he could never understand why the children's handles were always quoted from two to three dollars per thousand higher than the regular sized stock. It seems that he uses a large number of these small handles and that he will take only one grade, the extras. Right there is the secret of the whole matter. The small handles do not require any more stock or take any more time to manufacture or finish than the parlor size, but as there is but one grade used a great deal of waste occurs in cutting, and so the price has to be advanced to cover this loss. Now it will probably be argued that the proper thing to do would be to gauge the stock before turning and so produce nothing but the extras, but this is really not possible. We have tried it again and again and found that it is not feasible. In our shop we do not care to make these handles at all, but as the trade demands them we of course must produce a few. When we start on them the cut-off man is instructed to select only the clear boards and then the rip-saw man and his off-bearer are told to lay out everything that does not look good, and, finally, the lathe operator is told not to run a blank into these handles unless it is perfectly clear. By this means it would seem that there should be nothing but extras turned, yet when we come to grade and inspect the stock we nearly always find them running in about the following percentage of grades: Extras, 85 per cent; No. 1, 10 per cent; No. 2, 4 per cent, and culls, 1 per cent. If the average is always as good as this it would be quite satisfactory. The No. 1 and No. 2 grades are very hard to sell, and they bring a much lower price than the same grades in the parlor size. This style of handle is used mostly in the highest class of brooms and is made lighter in weight, except on the butt and knob, and this takes away the weight that is wanted in the parlor handle, and so when an attempt is made to sell the low grades it is found that the only place that they can be used is on the extremely cheap brooms and then they must be sold at very low figures or they cannot be disposed of at all.

Deputation of American Exporters Visits England

An uncertain market for any commodity in this country invariably has a tendency to prompt the producers to seek an outlet for their product in the foreign market. This condition has been notably evident in the lumber business during the more or less pronounced depression which has prevailed for some time, and the consequently accelerated export of lumber from this country to the English market has resulted in a chaotic condition of the trade situation. There has always been a great disparity between terms of sale and specifications existing in the two countries, and this disparity has led to a great deal of ill feeling between importing firms and the exporters in the United States. In order to in some way place the trading conditions with England on a basis just and satisfactory to both sides, the National Lumber Exporters' Association has sent a deputation of American exporters to Europe to visit the English and other European centers.

The reception accorded the visitors upon their arrival in London was a token of the hearty interest of the Englishmen in the mission of the American representatives. On the day following their arrival the deputation met in conference with the chairman and a special committee of the hardwood section of the Timber Trade Federation of London. Among prominent Americans present were H. M. Dickson, president National Lumber Exporters' Association; W. H. Russe, Memphis, Tenn.; J. L. Alcock, Baltimore, Md.; R. McLean, Buffalo, N. Y., and R. J. Darnell of Memphis, Tenn. Among the subjects for discussion before the conference were the questions of the proposed United Kingdom Hardwood Contract Form, the determination as far as practical of what should be the average width for each class of lumber, the question of stain in sap gum, variations in measurement in carload shipments and the methods by which evidence may be obtained to support claims against ship owners for breakage and damage, and the question of forged bills of lading.

The following day the discussion was resumed, particularly on the question of claims. Another matter referred to was indiscriminate consignments, which was followed by some discussion as to bills of lading. The seriousness of past frauds and fraudulent bills of lading was fully appreciated by those attending, and the discussion consequently had their closest attention.

Following the London meeting the American delegates left that city for Liverpool, where they went into conference with the Liverpool Timber Trade Association for the discussion of matters of trade interests to both bodies. The next point touched will be Antwerp, where the trade association has appointed a special committee to receive the visitors.

Foreign Trade Opportunities

The consular reports of the Department of Commerce and Labor at Washington, tabulate the following foreign trade opportunities:

No. 5629. Leather Transmission Belting: An American consular officer in a European country reports that a local business man is desirous of obtaining American leather transmission belting, especially black rawhide. The writer wants catalogs, price lists and other particulars, with a view of forming business connections.

No. 5701. Agricultural Machinery Implements:—An importing house in the far East is in the market for American agricultural machinery. Inasmuch as the demand for this class of goods is very likely to increase, the consul writes that he would like to receive catalogs, price lists, etc., in duplicates.

No. 5704. Turpentine and Oak Staves: A business man in Italy wishes to represent an American firm manufacturing the above. He states that he can furnish any required reference.

No. 5635. Lumber and Woodworking Machinery:—A consular officer in a European country reports having received inquiries from various houses for the above, particularly planing and dressing machinery and of the woods, oak, pitchpine, cottonwood and hard maple.

No. 5619. Platinum and Forest Concessions for Sale:—Copy of a letter has been forwarded by a consular officer in an Asiatic country, containing a request for the names of American capitalists who might be interested in the development of about one million acres of forest land which is said to contain platinum. The value of the tract is approximately $5,000,000.

No. 5624. Butt-cut Hickory Fit for Bending:—The proprietor of a timber concern in the Far East desires to obtain the above for his district. The concern is in a position to pay cash and will buy in fair sized lots.

Chicago Exchange Plans Publicity Campaign

At what proved to be the most interesting meeting of the Chicago Hardwood Lumber Exchange for several months, that body went on record, in the College room of the Hotel La Salle on Friday, November 4, as favoring the publicity campaign to boom the interests of the Chicago market, as submitted by the publicity committee in its regular report. In addition to this most important action various questions of greater or less importance were discussed, and altogether the meeting was of vast importance to the local trade.

The usual enjoyable luncheon preceded the regular order of business, and the unusually large attendance spoke well for the efforts of the committee in charge, there being altogether fifty-one present, many of whom were strange to a majority of the old members.

The regular order of business was opened by the reading of the minutes of the previous meeting and the calling of the roll by the secretary. President Brown then announced that the publicity committee had worked out a very definite and, what he considered, a practical scheme for putting the advantages of the Chicago market before millmen all over the country. He announced that the report of that committee would be divided into several sections, each section being reported on by one member who would cover one phase of the question. In the absence of Chairman Charles Westcott, Vice-Chairman Holle introduced the subject and called upon A. W. Wylie, who covered the question of obtaining suitable pamphlets to be sent out at the expense of the Exchange. He recommended earnestly that there should be no attempt to economize in this line, as such policy would be anything but economical in the end. His contention was that inasmuch as suitable pamphlets of the highest order could be obtained for a few cents apiece, it would lower the dignity of the Chicago Exchange to send out any literature bearing the earmarks of cheapness. He also expressed the belief that any literature sent out should be followed up diligently.

William Eager then took up the question of "Who to Reach," saying that it was the opinion of the committee that the pamphlets should be brought to the attention of the producers, particularly the small mills, which line of manufacture should be covered as closely as possible. Mr. Eager's suggestion that the pamphlet be sent out by the Exchange as a body, rather than by the members individually, as is done at southern points, seems particularly wise.

Paul Schmechel advanced a few ideas as to how to secure a suitable list of mills. He suggested getting together every available list of any consequence which might be loaned by the different members and also by the trade journals, and after compiling this in one list, to eliminate such firms as did not have sufficient financial stability, by means of the Red Book, or by similar means, and thus to eventually secure a list of the greatest possible potential importance.

In responding to the question of when and how the scheme should be worked out, Murdock MacLeod of the Oconto Company said that if possible it should be done immediately, and under no conditions later than the first week in December. He based this contention on the fact that later the mills will be flooded with various kinds of advertising propaganda, and that the pamphlets sent out by the Exchange would very likely be consigned to the same destination as the many others received. He said that unless the work could be accomplished before that date, he earnestly recommends its postponement until after the first of the year. Mr. MacLeod also suggested that the services of a paid temporary secretary might expedite matters.

E. A. Thornton of the E. A. Thornton Lumber Company heartily endorsed the publicity movement, stating as his opinion that it is time the millmen all over the country were convinced that they would receive nothing but a square deal in conducting business with the Chicago market. In talking over the character of the wording of the proposed pamphlet, Mr. Thornton made the suggestion that the services of an advertising expert to get up copy for that purpose would undoubtedly prove a good investment. Mr. Holle then proposed the following recommendations as being the official recommendations of the publicity committee:

Recommendations of the Publicity Committee

Moved by Mr. McLeod and seconded by Mr. Van Ostrand, that in the interest of further publicity and for the purpose of placing the Chicago hardwood market and the Chicago Hardwood Lumber Exchange, with its members, in the most favorable light with lumber manufacturers, this committee recommends to our exchange the purchase and distribution among the manufacturers of lumber of a suitable booklet or pamphlet; that this booklet or pamphlet contain information which would tend toward establishing the best possible relations between the members of this exchange and the present and prospective shippers of lumber to the Chicago market; that the distribution of this pamphlet be solely among sawmills or manufacturers of lumber North, South, East and West, the quantity estimated at about 5,000; that the estimated cost of this pamphlet for distribution is not to exceed $250.

E. A. Thornton put his suggestion for immediate action in the form of a motion, placing the latest date for the completion of the proposition as December 10, and stating that the proposal should be subject to the approval of the board of governors and also that the committee is authorized to employ an advertising expert. President Brown then put the question, which was carried without a dissenting vote.

Chairman Joseph Dion of the membership committee, before making his report of new members, introduced the members accepted by the Exchange at the last meeting, namely, George D. Griffith of the George D. Griffith Lumber Company, Lewis Starr of the Starr Lumber Company and John Hanson of the John Hanson Lumber Company, all of whom responded with brief speeches. Three new applications for membership from Quixley & Bulgrin, H. R. Foster and the Christiansen Lumber Company were favorably acted upon, and these concerns duly made members of the Exchange.

In the absence of Chairman O. O. Agler of the trade relations committee there was no formal report of that body. President Brown then called on W. M. Stephenson of St. Paul, traveling representative of Hoo-Hoo. Mr. Stephenson talked along the lines of the objects and usefulness of that body, and touched on the various beneficial funds maintained.

Secretary F. D. McMullen brought the regular business before the meeting to a close by reading a report from W. R. Cavanaugh of the Lakes-to-the-Gulf Deep Waterway Association, in which he stated that there would be a convention of that body at St. Louis on November 25 and 26, and that they were anxious to have representatives from as many commercial associations throughout the country as possible. They asked if the Chicago Hardwood Lumber Exchange could be personally represented. As T. A. Moore of the T. A. Moore Lumber Company stated that he expects to be in the city at that time, he was appointed a delegate and instructed to absorb as much of the discussion as possible in order to make a report on his return. Following this the motion to adjourn was in order.

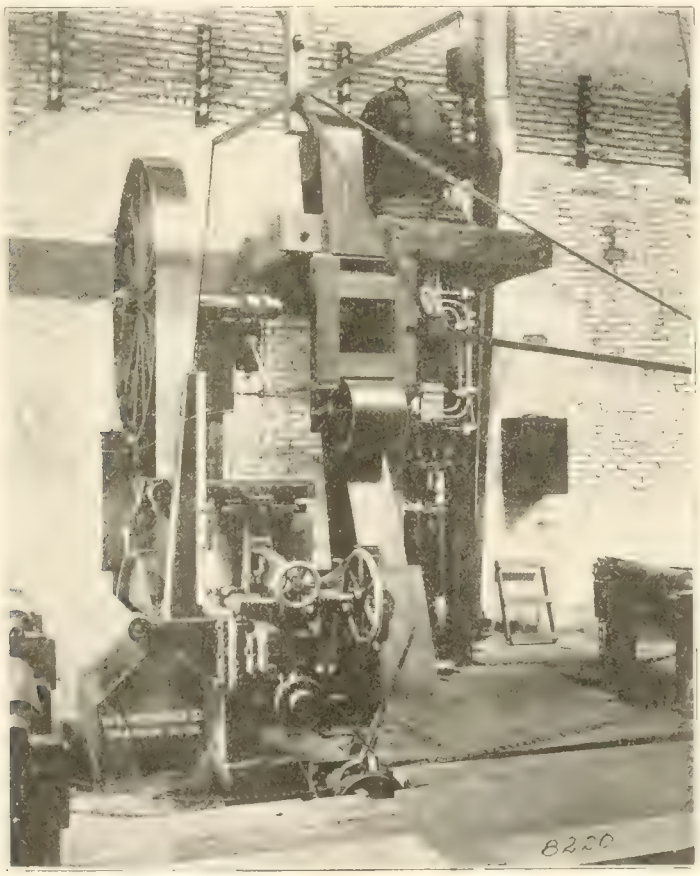
The attendance was as follows:

J. D. Attley, J. M. Attley & Co.
Sidney J. Austin, C. L. Willey.
F. M. Baker, Hardwood Mills Lumber Company.
Fred W. Black, Fred W. Black Lumber Company.
M. Bratz, Empire Lumber Company.
T. L. Brown, Crandall & Brown.
G. H. Bulgrin, Quixley & Bulgrin.
C. M. Christiansen, Christiansen Lumber Company.
A. J. Cross, C. L. Cross.
H. B. Darlington, American Lumberman.
Joseph Dion, Maisey & Dion.
Edmond T. Hodge.
William A. Eager.
H. R. Foster.
George D. Griffith, George D. Griffith & Co.
Frederick Gustorf, Frederick Gustorf & Co.
F. W. Handley, Williamson-Kuny Mill & Lumber Company, Mound City, Ill.
John T. Hansen, John Hansen Lumber Company.
C. F. Holle, Heath-Witbeck Company.
S. P. C. Hostler.
C. C. Hubbard, George D. Griffith & Co.
[illegible]
Jasper Lane.
J. L. Lane, J. L. Lane & Co.
[illegible]
E. P. Leech, Paepcke-Leicht Lumber Company.
[illegible]
Laurence A. McHall, Lumber World.
H. H. McLaughlin, McLaughlin Lumber Company.
F. B. McMullen, Fullerton-Powell Hardwood Lumber Company.
[illegible]
E. H. Ostrander, D. K. Jeffris & Co.
G. C. Pratt, G. C. Pratt Lumber & Tie Company.

A. C. Quixley, Quixley & Bulgrin.
L. F. Ross, Lumber World.
Thomas B. Roy, Theodore Fathauer Company.
A. H. Ruth, C. W. Jones Lumber Company.
W. H. Schleyer, K. & P. Lumber Company, Cincinnati, Ohio.
Paul Schmechel.
Alexander H. Schoen, Columbia Hardwood Lumber Company.
William C. Schreiber, Herman H. Hettler Lumber Company.
Louis A. Smith, Fullerton-Powell Hardwood Lumber Company.
L. E. Starr, Starr Lumber Company.
W. M. Stephenson, Supreme Representative Hoo-Hoo, St. Paul, Minn.
George R. Thamer, Empire Lumber Company.
E. A. Thornton, E. A. Thornton Lumber Company.
H. D. Welch, E. A. Thornton Lumber Company.
L. H. Wheeler, Wheeler-Timlin Lumber Company.
Vernon A. White, Hayden & Wescott Lumber Company.
A. W. Wylie.

Applying Motors to Heavy Band Resaws

Electric motors are especially applicable to driving heavy timber band resaws, and a selection can be made from standard motors to meet almost any required set of operating conditions. Such machinery requires very high starting torque on account of the high flywheel effect of the lower resaw pulling and the stress of the heavy saw blades. The stress on the blades as well as the size and weight of the pulleys varies with the width of the blade. The 6-inch blade shown in the accompanying illustration is normally under a working stress of about 2,500 pounds per square inch.



APPLYING WESTINGHOUSE MOTOR TO MERSHON RESAW

Alternating current motors are generally preferred for driving woodworking machinery, largely on account of absence of commutators and decreased fire hazard. Direct current motors are sometimes used, and if entirely enclosed can be made very safe. Alternating current motors are available in two general types; viz., those with squirrel cage rotors, having no current collecting device whatever, and those with phase wound rotors having collector rings. There is practically no sparking or flashing from these collector rings, and all danger can be removed by enclosing the rings.

Squirrel cage induction motors will usually develop all the starting torque required, but in doing so necessarily draw heavy current from the supply system. If the same supply system feeds both motors and lights, the latter may be disagreeably affected every time a motor is started under the foregoing conditions.

One method of starting such machinery without affecting the lights is by means of an idler pulley whereby the belt can be tightened gradually after the motor is under headway. By this method the motor starts free and will draw only a moderately high current from the lines. Another plan is to employ a phase wound motor, which will start with full load torque while taking very little more than full load current.

The heavy timber band resaw shown herewith was installed in the mill of Wm. D. Gill & Sons at Baltimore, Md., by Wm. B. Mershon & Co. of Saginaw, Mich. In this installation it was especially essential that the motor start with the least possible disturbance to the line voltage. A Westinghouse type HF motor with enclosed slip rings as well as an idler pulley were therefore employed, and with very satisfactory results.

The belted connection permits relatively high motor speed with correspondingly lower installation cost than with a direct connected motor. The platform places the motor out of reach of much of the dust and of the workmen, while at the same time affording a convenient place underneath for the conpact installation of the controlling apparatus and the wiring. In this case the wiring is neat and safe without the use of conduit and without penetrating the floor or wall.

In some cases it might be found preferable to avoid the expense of the platform by mounting the motor directly against the wall or on the ceiling either above or below the machine. Sometimes the motor is mounted on a foundation on the floor below and bolted up through to the driven pulley.

Can Save Much

United States Forester Henry S. Graves, who recently returned to Washington from an extensive trip through the West, has given out some interesting ideas on the forest fires and timber conditions in that section.

"The fires were the largest we have ever had," said Mr. Graves, "but the damage is not as great as might appear at first glance. I mean that while vast areas were burned over, there will be considerable salvage.

"I have not been able to form any accurate estimate of the damage as yet. There have been many guesses made, but there is little dependable data to base them on. I have men in the field now going over the forest fire areas and estimating the damage and the amount of timber that can be saved from the burned forests. I expect to have reports from them about November 1, so that I can prepare a report approximately accurate for the information of Congress.

"Nobody as yet knows how much forest land was burned over or how much timber can be saved, but these matters are being studied by private timber land owners as well as government agents. A great deal of the private timber can be saved, undoubtedly, because it is located near transportation lines and in accessible places. The government timber that was killed by the fire can be saved, provided it is logged out soon enough. If this could be done in two or three years the salvage would be large, but this will be impossible because much of the burned timber is many miles from any railroad and on high mountains. The Forest Service will sell what it can as soon as possible. Some varieties of timber will not deteriorate much, though dead, for many years. Cedar is one of these."

The Forest Service's Price Record

For some time past the Forest Service has been employed in compiling information and statistics as to the f. o. b. mill prices prevailing in the country at large. The object of these efforts is primarily to create a statistical record of such prices, and, second, to show in contrast to the market prices—which include the important items of freight charges and selling cost—just what the manufacturers of lumber receive at the mill. The record is compiled by state and is made up from information furnished by about 3,000 of the largest manufacturers of the country. It is the intention of the service to publish the information in bulletin form quarterly.

According to the bulletin, hardwood prices compared for the first and second quarters show most of the woods holding practically the same price level that prevailed earlier in the year. Taken on the whole, ash, hard and soft maple and oak have each gained in actual value, quartered white oak having made a very perceptible gain at the mills. The mill prices in the principal producing states for beech, birch, cottonwood, cypress, gum and poplar remain about the same, while there is a slight weakness since the first part of the year in basswood, chestnut, soft and rock elm and hickory prices.

The yellow pine prices for the third quarter, credited to the Mississippi valley mills, average about the same as for the second quarter in the Gulf state mills. Some items are a trifle higher and others lower. There is a general decrease of about one dollar in the prevailing prices in the third quarter from those of the second quarter in the mills of Florida, Georgia and South Carolina. Prices for North Carolina pine, West Virginia spruce and hemlock and eastern spruce, remain about the same. The range of prices for western soft woods remains about on the former level.

Outside of the statistical information embodied in the bulletin, the figures submitted evidently have a more important aspect to the lumber trade in that the results tabulated are a reasonable proof of the absolute falsity of any suggestion of a lumber trust. There appears to be an actual disparity in prices of the same woods and the same grades in adjoining states enjoying the same rules of inspection and somewhat similar logging condition of from two to twelve dollars a thousand in firsts and seconds of hardwoods. The same lack of uniformity exists in the other woods. It isn't reasonable to suppose that this condition would be so manifest were there actually a controlling monopoly in existence.

Opportunities for Investment in Burned Government Timber

District Forester W. B. Greeley at Missoula, Mont., summed up the situation in the National Forest, following the recent fires, in the following words: "We have an immense amount of burned timber which is accessible and which is as good for market purposes as green timber. In order to save it from deterioration, however, it must be cut within the next three years. We propose, therefore, to sell this timber at a reduced stumpage rate which will justify lumbermen and logging contractors in investing money to remove it. Our theory is that every stick of fire-killed timber utilized means a stick of green timber saved for future use."

This is without doubt the largest sale of fire-damaged stock on record. An accurate estimate of the amount of timber burned over may never be known, but it will run into the billions of feet. The conservation of it means the cutting of everything that is merchantable, except in burns where some green timber escapes. The percentage of such burns, however, is small, since most of the fires were so hot that all timber in their paths was killed.

The opportunities offered in this fire belt include practically all kinds of logging chances—from operations involving large capital which can handle a hundred million feet and more, down to the small saw-mill man or tie-maker who desires a hundred thousand feet or less. There are numerous good chances for tie-makers along the railroads, for the men who handle cedar poles and posts, for the small sawmill men of limited capital, and even for the pulp men. For the larger lumber companies of the Lake states or elsewhere, which can see the end of their present supply of timber, it would appear to be an excellent opportunity to relocate in a well timbered, rapidly developing country, since the stumpage rates on the dead timber are attractive and the supply of green timber available after the fire-killed timber has been removed is tremendous.

Of course, much of the fire-killed timber can never be logged, because it is inaccessible and can not be removed at a profit, but the amount of accessible timber is immense, and the government is putting it on the market at a rate which it will probably never again offer. As a rule, the stumpage is being set at about one-half the rate that was asked for the timber when green. Added to the attractiveness of this rate is the fact that the government contracts for fire-killed timber will not require the piling of brush and that the fires cleared many of the areas of dense undergrowth, thereby decreasing the cost of logging. These two items mean a saving of approximately fifty cents per thousand in the cost of logging operations. As a rule the stumpage prices vary from $1 to $3 per thousand feet, depending upon species and accessibility.

The bulk of the fire-killed timber which offers opportunities for large and small operations is on the watersheds of five large rivers —the St. Joe and Coeur d'Alene rivers in the Coeur d'Alene National Forest, Idaho; the St. Regis drainage in the Lolo National Forest, Montana; the drainage of the Flathead river in the Blackfeet, Flathead and Lewis & Clark National Forests, Montana, and the tributaries of Clarks Fork in the Cabinet National Forest, Montana.

The greatest destruction, both in life and timber, was on the two rivers first mentioned in the Coeur d'Alene Forest. It is estimated by Supervisor Weigle that there is approximately 900,000,000 feet of accessible fire-killed timber on the St. Joe watershed. The average drive for the St. Joe timber to the railroad will be less than twelve miles. Over 100,000,000 feet of this timber is adjacent to the right of way of the Chicago, Milwaukee & Puget Sound railroad.

On the Coeur d'Alene river the government estimate of the accessible fire-killed timber is 350,000,000 feet, board measure. Taking the watershed as a whole, the average drive in order to get the logs to the railroad will be not greater than twenty miles. Expenditures for stream improvements and roads would also be necessary in logging the timber on this river, but the amount of timber involved easily justifies expenditures of this nature. In some cases very little expenditure is necessary.

Above the town of Taft, in the Lolo National Forest, on the St. Regis river, it is estimated that there is 99,000,000 feet of timber, and the government is now advertising it at the rate of $2 per thousand feet.

The South Fork of the Flathead river in the Flathead forest was the seat of numerous large fires, each of which burned a large quantity of timber. The logging of this timber is believed to be practicable, since the South Fork is a large stream and can be driven with a small expenditure for stream improvement. On the South Fork of Two Medicine creek in the Lewis & Clark National Forest 25,000,000 feet of timber was burned over. This timber can be logged and driven to a point within three-fourths of a mile of the Great Northern railroad.

In Swamp creek, along the Clarks Fork river, the fire left 100,000 fir and tamarack railroad ties. This timber, however, can be easily removed by building three miles of wagon road. On Vermillion river 200,000,000 feet saw timber is fire-killed that can be made accessible by the small expenditure of $1,000 for stream improvements.

If desired, the Forest Service is furnishing men thoroughly acquainted with the country to accompany any person or persons inter-

ested in making personal examinations of timber. In case a personal examination is not convenient, detailed information is being sent out upon request as to the fire-killed timber which it desires to sell.

How much of the 6,000,000,000 feet which was either killed or burned up in Montana and northern Idaho can eventually be salvaged it is of course impossible to predict. If it were all a total loss, and if its stumpage value were put at the average price at which National Forest timber was sold last year, it would be the equivalent of a money loss of about fifteen million dollars.

It is believed that last summer's fires either burned up or killed between one and two per cent of the total stand of National Forest timber. At the present rate of cutting from the National Forests, 6,000,000,000 feet is equal to twelve years' supply, but it is less than one-sixth of a single year's cut in the entire country, or enough to keep all our lumber mills busy for something under two months.

News Miscellany

Annual Louisville Hardwood Club

New officers for the Louisville Hardwood Club were elected at the annual meeting, November 1, as follows:

T. M. Brown, W. P. Brown & Sons Lumber Company, president; S. E. Booker, E. B. Norman & Co., vice-president; Claude M. Sears, Edward L. Davis Lumber Company, treasurer, re-elected; G. D. Crain, Jr., the permanent secretary, retained that position by appointment.

T. M. Brown, the new head of the Louisville Hardwood Club, succeeded A. E. Norman of the Norman Lumber Company, who held the position for two years, since the organization of the club in 1908. He declined to serve again on the ground that others should be allowed to have the honor.

Mr. Brown is one of the youngest and most aggressive members of the Louisville trade. He was one of the organizers of the club and has always been active in its affairs. He was chairman of the entertainment committee which was in charge of the arrangements for the convention of the National Hardwood Lumber Association last June, and at that convention was elected a director of the national association.

Mr. Booker, the new vice-president, is a member of E. B. Norman & Co., and has been chairman of the advertising committee of the club, which has exploited the advantages of the Louisville market with unusual success since the club as a whole took up the cudgel in this direction. He also is one of the younger members of the club.

Following the election of officers Mr. Norman, the retiring president, spoke of his work in that office during the two previous years and declared that it was a high honor and one which had been appreciated. He referred to the splendid feeling of fellowship which had been engendered by the club, and declared that the trade had reaped many advantages from the work of that body. Among them he cited freight rate adjustments which have been made and the work which is now being done in that direction. Following his talk, and on motion of Edward Shippen of the Louisville Point Lumber Company, Mr. Norman was given a rising vote of thanks by the Hardwood Club.

The treasurer read his annual report, which showed the finances of the club to be in excellent condition.

The meeting was followed by a dinner at the Seelbach Hotel.

Those present were:

A. E. Norman, Norman Lumber Company.
T. M. Brown, W. P. Brown & Sons Lumber Company.
Edward L. Davis, Edw. L. Davis Lumber Company.
S. E. Booker, E. B. Norman & Co.
W. V. Shepardson, Kentucky Hardwood Flooring Company.
Everett Haynes, Mengel Box Company.
E. B. Norman, E. B. Norman & Co.
J. E. Davis, Edward L. Davis Lumber Company.
Harry Kline, Louisville Veneer Mills.
R. F. Smith, Ohio River Saw Mill Company.
Claude M. Sears, Edward L. Davis Lumber Company.
J. G. Brown, W. P. Brown & Sons Lumber Company.
Edward Shippen, Louisville Point Lumber Company.
G. D. Crain, Jr., HARDWOOD RECORD.

Semi-Monthly Memphis Lumbermen's Club

The semi monthly meeting of the Lumbermen's Club of Memphis, which was postponed on October 29, was held at the Hotel Gayoso on November 5, with the largest attendance of the season. Owing to the absence of President S. C. Major, who is away on his bridal tour, John W. McClure, first vice-president, occupied the chair. The usual luncheon was served, which proved highly enjoyable to all present.

One of the features of the meeting was the announcement that the annual election of officers, one of the most important functions of the year, would be held Saturday, December 17. Nominating committees to choose those who will run on the two tickets will be announced at the meeting two weeks hence, and from then until the election there will be a repetition of the heated campaigning which has been prominently associated with all elections held by this organization. The rivalry is always intense, because of the high honor attached to the holding of the presidency as well as the other offices in the organization. No idea can be given at this time of the personnel of the two tickets, but there is plenty of good material from which to make selections, and there is no doubt but that the club during the ensuing year will be served by as strong men as have occupied the positions of honor in the past.

W. R. Barksdale, chairman of the special "boosters committee," which went to St. Louis last June, submitted the report of his committee, detailing the fight which resulted in the capture of the 1911 annual of the National Hardwood Lumber Association. He reviewed the competition which Memphis encountered, because of the efforts of the lumbermen of St. Louis and Chicago to prevent the convention from coming to Memphis. In detailing the work of his committee he did not fail to give proper credit to the general lumber interests of Memphis as well as to the other business organizations here for the splendid efforts put forth in behalf of this city. He gave special attention to the effective work of the Bureau of Publicity and Development, which improved this opportunity to set forth the advantages of Memphis not only as a convention city but as a permanent home for those engaged in the hard wood lumber industry.

W. B. Morgan, vice-chairman of the River and Rail Committee, told of the success that had attended the efforts of lumbermen of Memphis and other cities in connection with the proposed sharp increase, ten cents per hundred pounds, in freight rates on lumber from Mem-



T. M. BROWN, PRESIDENT.



S. E. BOOKER, VICE-PRESIDENT.



C. M. SEARS, TREASURER.

phis and Mississippi river points to Pacific coast terminals. He stated that the Interstate Commerce Commission had ordered a suspension of the advance, which, in the opinion of his committee, would be made permanent after arguments had been presented before that body by shippers on the one hand and the railroads on the other.

James E. Stark, who was selected as the member of the Lumbermen's Club to serve on the Executive Committee of the Bureau of Publicity and Development, gave a complete report of what had been done by the latter in its efforts to attract new woodworking enterprises to Memphis. He recounted all the expenditures that had been made and expressed the opinion that the money thus spent would result in much benefit to Memphis as a hardwood manufacturing and consuming center. He did not believe that it was right to expect too quick results, but he thinks that returns of a substantial character will be witnessed within the next twelve months.

Announcement was made that delegates would be appointed at an early date to the annual meeting of the Deep Waterways Association, which will be held in St. Louis this month as well as to the annual of the National Rivers and Harbors Congress to be held at Washington. The club is a member of both organizations, and lumbermen here are much interested in the work done by both toward improving the harbors and waterways of this country, with particular reference to the deepening of the channel of the Mississippi.

F. G. Smith, secretary and treasurer of the Mossman Lumber Company, was elected to active membership.

Massachusetts Wholesalers Meet

The Massachusetts Wholesale Lumber Dealers' Association held its twenty-first annual meeting at Boston, November 4. The following officers and committees were elected: H. B. Fiske, president; F. W. Lawrence, vice-president; E. C. Hammond, secretary and treasurer, and A. M. Moore, assistant secretary and treasurer. The executive committee is composed of the following: William Bacon, chairman; Frank W. Lawrence, Edw. J. Hammond, Frank B. Witherbee, William E. Litchfield, Wendell F. Brown, Morris A. Hall, Herbert W. Blanchard, Francis E. Page, Wendell M. Weston and Irving G. Hall.

Perhaps the most important matter taken up was in connection with the present status of the Statute law of Massachusetts regarding lumber surveyed in the state. Up to the present time no modification of the state law or action of the lumbermen in Massachusetts has been effected whereby the various organizations outside the state who have been working on inspection rules would have any standing in Massachusetts, other than possibly the support of their members doing business in the state or the merit of the rules. The association members discussed at some length this question as it affected the hardwood trade and incidentally other lines similarly situated, and it was the unanimous opinion that the present conditions of affairs was not consistent or in line with progressive opinion. A committee was therefore appointed to investigate the matter and report at a future meeting. The members of this committee are: William E. Litchfield, chairman; F. W. Lawrence, F. W. Page and W. M. Weston.

Routine business and reading of reports took up considerable time.

Resolutions commending the Boston Chamber of Commerce were passed, thanking that institution and especially its traffic department for its work, which had resulted in benefit to the lumber trade.

Galen A. Parker was appointed delegate for three years to the Massachusetts State Board of Trade to succeed the delegate whose term expired at this time.

Marriage of S. C. Major

One of the most [illegible] for [illegible] marriage of Miss Helen Messick to Samuel Chester Major [illegible] October [illegible] decorations [illegible] with relatives, friends and admirers of the contracting parties. The [illegible] R. Winchester, D. D., while Prof. R. Jefferson Hall presided at the organ. The music was one of the delightful features of the occasion. The bride was given in marriage by her brother, Jefferson Messick, while the matron of honor was a sister of the bride, Mrs. E. E. Houck. The best man to the groom was Mr. Hibbard, of St. Louis, a business associate.

Following the ceremony a wedding banquet was served at the Hotel Gayoso for the members of the bridal party. The table was handsomely appointed and was adorned with valley lilies and orchids. Covers were laid for twelve and the place marks consisted of horseshoes wound with ribbon and bearing the names of the guests in letters of gold.

Mr. and Mrs. Major left for a bridal trip to New York and other large eastern cities. They



S. C. MAJOR, MEMPHIS, TENN.

will return about December 1, and after that time will be at home to their friends at the Hotel Gayoso.

The bride is a member of one of the old Tennessee families and is quite prominent socially. Mr. Major has been identified with lumber interests at St. Louis and Memphis for a number of years, having resided here for the past few seasons. He is manager of the company which bears his name and is also president of the Lumbermen's Club of Memphis.

Many handsome gifts were bestowed upon the couple. Prominent among these was the chest of silver given by the members of the Lumbermen's Club.

The Hermansville Fire.

On the morning of October 20, from unknown causes, the softwood sawmill of the Wisconsin Land & Lumber Company, Hermansville, Mich., was destroyed by fire. The company's soft wood logs were practically all sawed and the [illegible] in pile, none of which was destroyed.

The hardwood and flooring operations of the company are in no ways affected, as its large hardwood sawmill is ready for sawing when the winter cut of logs arrive, and the hardwood flooring factory is in full operation.

The burned mill was constructed in 1901 and will be replaced by a new and modern structure. In a circular recently sent out by the com[illegible] prompt shipment of orders of any kind, and that its IXL flooring factory is operating at full capacity.

New Veneer Concern

The Hanson-Wailes Company, with office and factory at Wells, N. Y., and New York City office at 200 Fifth avenue, is the name of a new rotary cut veneer and thin lumber manufacturing concern. Of this house J. Howard Hanson is president and M. Blair Wailes, secretary and treasurer.

This company was recently organized and has acquired a large timber holding at Wells, Hamilton county, New York, and has taken over the veneer plant of Hosley & Van Arnam in the best Adirondack timber region. The veneer mill has been practically rebuilt and fitted with a large equipment of veneer machinery of the latest type, and will be prepared to deliver stock early in 1911.

The Hanson-Wailes Company has engaged a very efficient operating force, which with its new equipment will insure to the trade veneers of the highest excellence. It will specialize in drawer bottoms, back panels, center stock, backing, rock maple piano pin blocks, birch door stock, curly birch and birdseye maple.

The house will be glad to communicate with prospective buyers of veneers made from good Adirondack hardwoods for delivery of material after January 1.

Louisville Men Before Interstate Commerce Commission

One of the most important events in the history of the hardwood trade in Louisville was the hearing before the Interstate Commerce Commission in that city October 25 and 26, following complaint of six Louisville firms that the Kentucky city is being discriminated against in rates into central traffic association territory and in the matter of reconsignment privileges. The case heard was that of the Norman Lumber Company and others against the Louisville & Nashville and other railroad companies.

Among the most important witnesses for the hardwood men was John A. Walker of the Lumbermen's Bureau, Washington, who put in evidence a table showing rates from certain sections of the South into central territory by way of Louisville and also by way of other Ohio river crossings. This table showed an obvious discrimination against the Kentucky metropolis.

A. E. Norman of the Norman Lumber Company was the first witness for the complainants. He showed the necessity of having a reshipping point, where the output of the small mills could be brought together and distributed according to grades, kinds and thicknesses. He told of the increasing difficulty that is being experienced by Louisville dealers as the result of the rates into this city and out being high compared with other cities. For this reason much of the lumber handled by the Louisville trade is shipped direct from the mill, as it cannot be brought into the city.

Mr. Norman's statements were further enlarged upon and supported by T. M. Brown of the W. P. Brown & Sons Lumber Company. E. B. Norman of E. B. Norman & Co. and Edward L. Shippen of the Louisville Point Lumber Company.

The railroads placed chief reliance on D. M. Goodwyn, general freight agent of the Louisville & Nashville railroad, and D. W. Longstreet, a traffic official of the Illinois Central. Their testimony was an effort to show that the cities closest to the producing districts got the benefit of better rates, and there was a practical admission of the fact that Louisville is now at a comparative disadvantage. The effect of river competition on rates was also brought out by them.

It is expected that it will take at least four months to secure a final decision on the question. Briefs will be submitted by both sides following the transcript of the evidence, and later supplementary briefs are to be filed. In this way the commission can hardly be expected to hand down a decision before February 15, 1911.

A. E. Norman of the Norman Lumber Company, the case of which is typical, said that he was convinced that the commission would order a readjustment of some kind in favor of Louisville. The railroads have already made overtures in the direction of instituting certain reconsignment privileges here, and if the rate situation is worked out satisfactorily Louisville hardwood men will have no cause for complaint.

Mahogany Importers Sued

Suit was recently commenced in the federal court in Brooklyn against the Maley, Thompson & Moffett Company, the well-known Cincinnati mahogany and hardwood operator, for the recovery of duty on importations of Cuban mahogany.

Last December some three thousand pieces of lumber imported by this company to New York were seized by the United States marshal on the ground that the lumber was undervalued. An attempt is being made to secure from the court an order calling for the forfeiture and sale of the cargo on this ground.

By those on the inside of the deal it is believed that the suit was induced entirely by spite work on the part of jealous rivals in the trade, and it is also believed that the Maley, Thompson & Moffett Company will be fully exonerated from the charge of undervaluations when the case comes for a hearing.

Splendid Walnut Burl

That foremost purveyor in plain and figured walnut and walnut burls, Frank Purcell of Kansas City, Mo., sends the RECORD a photograph, from which the accompanying half-tone is made, showing a very unusual and handsome walnut burl which he recently secured in Oklahoma. Choice burls are very scarce and Mr. Purcell says this one is the finest that he has ever seen in his thirty years of handling walnut.



WALNUT BURL, PROPERTY OF FRANK PURCELL, KANSAS CITY.

It is kept in his yard at Kansas City and will soon be cut into veneers for the piano trade. This burl weighs forty-two hundred pounds.

Mr. Purcell specializes in plain and fancy walnut logs and burls and ships most of his prime walnut logs to Germany, but also does considerable domestic business in hardwood lumber and fancy wood.

Lumber Company Buys Mill and Timber Tract

A deal has been made whereby the band mill of the Morton-Lewis-Willey Lumber Company, Bristol, Tenn., will be started again about November 15 and run regularly thereafter. The mill has been sold to the Peter-McCain Lumber Company, which now owns the thoroughly equipped nine-foot band mill, with a daily capacity of 40,000 feet, the planing mill, office building and eighteen acres of ground.

The Peter-McCain Company has closed a deal for the Cowan timber tract five miles east of Bristol and near Ruthton, and is now busy putting in a line of railroad, which will be about four miles in length. The logs will be loaded on the company's own equipment and conveyed to a sidetrack four-fifths of a mile east of Ruthton, on the Holston Valley railroad, and over that road to the band mill in Bristol. It will carry about twenty cars of logs daily from the new operations.

The new deal will give employment to about eighty people at the mill in Bristol, on the yards, on the company's branch line of railroad and in the woods. The railroad is now nearing completion and preparations are being made to start the mill about the middle of November. One locomotive has just been received by the company and a second will be brought over from Neva, Johnson county, Tennessee, where the band mill of McCain & Sons, who are heavily interested in the Peter-McCain Company, was recently closed down, following the cutting out of its timber tract.

The Bristol mill of the Morton-Lewis Company has a remarkable record, it having cut about 200,000,000 feet of stock, which has been manufactured by that company in a little over ten years. The company exhausted its timber in the Holston mountains and decided to abandon its operations in Tennessee.

Lumberman Meets Violent Death

A. M. Love, a prominent lumberman of Leland, Miss., met a violent death on October 30 while riding in an automobile driven by J. R. Smith, also of Leland. The two men had driven from Leland to Greenville in the evening and were returning several hours later. At a point about half way between the two towns the auto without warning gave a quick swerve to the side and while Mr. Smith was directing his attention toward getting the machine back into the roadway, his companion was thrown bodily from the car to the side of the road. The machine could not be stopped for some distance and when the driver returned he found the victim lying by the roadside, his head having struck a boulder. Mr. Smith put his companion in the back seat and hurried to Leland, but upon arrival at that place physicians stated that death had occurred an hour or so before.

Mr. Love was born in Seymour, Ind., in 1866, being forty-four years old at the time of his death. He entered the lumber business twenty-six years ago, serving the entire time in connection with R. J. Darnell. He was with the Darnell interests here and in the North until six years ago, when he removed to Leland on the organization of the Darnell-Love Lumber Company, of which he became vice-president and general manager. He held this position at the time of his death. He was an experienced lumberman and understood the manufacturing end of the business unusually well, with the result that his plant at Leland became recognized as one of the model hardwood mills in the South. In addition to being interested in the Darnell-Love Lumber Company, Mr. Love was a stockholder and director in R. J. Darnell, Inc., of Memphis.

Mr. Love left a wife and four children, two boys and two girls. His oldest son, Harry, is twenty years old and had just gone into his father's office to learn the lumber business. He leaves three brothers and one sister.

Mr. Love was a member of the Lumbermen's Club of Memphis and always attended the more important meetings of that organization. His duties and connections also brought him to Memphis frequently and he was a well-known figure in local hardwood circles. He was a man of very genial disposition and had a host of friends who mourn his untimely death.

Will Erect Large Mill

Further details of the plans of the Whiting Manufacturing Company, Asheville, Graham county, North Carolina, have been secured. The company will erect a large three-band sawmill, planing mills, dry kilns and a hardwood flooring plant at Robbinsville, the center of its operations. A pulp mill and tannic acid plant will also be built somewhere on its holdings, probably at or near Robbinsville. The company now controls one-third of the territory of Graham county as well as large tracts in Blount county, Tennessee. Its holdings are in different tracts in various parts of the county, Robbinsville being the logical center of its activities. A twenty-five-mile railroad will be built. The railroad will connect with the Bushnell, Maryville & Knoxville line of the Southern Railway at Fontana.

Monthly Statement of Imports and Exports

The monthly statement of imports and exports compiled by the Department of Commerce and Labor, Washington, indicates a general advance in all lines of manufacture and particularly so in the lumber business, both in lumber shipped to this country and also shipped from here to foreign ports. The only summary under the head of wood and manufactures of wood which shows a recession is that of the total imports of wood for the month of September, 1910, as compared to the same item for September, 1909. This decrease is, however, comparatively small and is more than offset by the increase for the nine months ending September, 1910, over the same period ending September, 1909, there being an increase of approximately $5,000,000. There was an increase all around in the summary of export trade, the month of September showing a decided increase over the same month of last year, and the volume transacted during the nine months ending September, being also materially greater than for the nine months ending September, 1909. Summed up, the month of September shows a balance of trade in favor of this country of $1,669,377, while the balance for the nine month period ending September was $25,668,091.

The total of wood and manufactures of wood brought into this country from foreign quarters was valued at $5,398,901, which compares unfavorably with the import for September of

1909 of $5,533,676. The total value for the nine month period ending September was, however, over $40,000,000. There was a small falling off in the value of pulpwood shipped from other sources during September from the import of that month last year, the total this year being $649,142. For the nine months' period, however, the value increased from $4,290,650 in 1909 to $5,117,222. Of the manufactures of lumber, boards, planks, deals and other sawed lumber totaled in value $2,036,873 for September of 1910, as compared to $2,387,684 for September, 1909. The total for the longer period was this year $12,750,023, an increase of about $500,000 over 1909 figures. Cabinetware and house furniture to the value of $72,921 was brought in during September, 1910, which is about $21,000 less than the import of these articles for the corresponding month of 1909. There was also a falling off in this line for the nine months of 1910, the total value of goods brought in being $562,135.

The total exports of wood and manufactures of wood for September, 1910, aggregated in value $7,068,278 as against $5,876,542 for that month in 1909. For the longer period the total value of exports reached $65,674,421, an increase of about $10,500,000 over the nine months' period for 1909. Logs and other round timbers valued at $221,669 were shipped from this country during September, 1910, a figure about $30,000 greater than for September, 1909. The value of the same articles shipped during the nine months in 1910 was $2,824,498, which is half a million dollars greater than for the corresponding period a year ago. Firewood and all other unmanufactured forest products decreased in export value for the month of September, but increased slightly for the nine months' period. The value of hewn and sawed timbers exported during September, 1910, was about $50,000 less than that month of 1909, being $742,760. There was, however, a substantial increase in the value of the shipments during the nine months for this year, which aggregated $8,954,556. The total value of all lumber, including boards, deals, planks, etc., exported during the nine months ending September, 1910, was $31,410,496, against $24,591,210 for 1909. The export of the same articles for September of this year showed an increase of about a million dollars over last year and were valued at $3,526,275. The United Kingdom received more of the furniture shipped from this country than any other one nation. The total value of furniture sent abroad during September, 1909, was $434,954, which is about $65,000 greater than for September of 1909. The exports for the nine months of 1910 were increased about $1,000,000 over the same period for 1909 and summed up to $4,395,294. There was a considerable increase in the export of general house finishing and wood pulp, both for the September period and for the nine months ending September, while woodenware showed a corresponding decrease.

It is interesting to note that this country imported during September more than $100,000 worth of foreign woods in the form of logs, timbers and general sawed lumber. The import of this same class of goods for the nine months ending September, 1909, was $1,051,596.

Increased Minimum Rates

The Northern Hemlock & Hardwood Manufacturers' Association, through the office of R. S. Kellogg, secretary, has issued a bulletin announcing that increased minimum weights on lumber from northern Michigan, Wisconsin and Minnesota points to central and western territory, carried in supplement 3 to Western Trunk Line No. 55, amendment 62 to Western Trunk Line 739 and Amendment 73 to Western Trunk Line 746 and later tariffs, have become effective. These minimum weights are also carried in September 10 to Western Trunk Line circular No. 1-D and later circulars of the same series. As a consequence, the minimum weights on lumber, shingles and lath are 30,000 pounds for cars 36 feet and under and 34,000 pounds for larger cars. It is suggested that the new minimums are apt to cause considerable trouble to the shippers, but in order to secure relief it will be necessary for the shippers to file formal complaint with the Interstate Commerce Commission and the commission has repeatedly held that a minimum weight is unreasonable where traffic cannot be loaded to its capacity.

Meeting Cincinnati Lumbermen's Club

The Lumbermen's Club of Cincinnati, at its meeting on Nov. 6, were evidently the victims of a little humor on the part of the entertainment committee. The dinners of the club have usually been made enjoyable by music and a little innocent cocktail or two as a side issue. But this time, the evening was arranged by spirits from prohibition states. The menu was as dry as a desert so far as the aforesaid innocent cocktails were concerned, and to make the matter more intensely dry, the dinner was a "fish" dinner.

The menu embraced oyster cocktail, clam bouillon, chicken halibut, a la kiln dried lumber, shrimp salad, coffee, bent crackers, Roquefort cheese, coffee and cigars. The dinner was most excellently served, but hints of "dry" counties were heard on all sides. After dinner President Cliff S. Walker called the meeting to order, saying: "Gentlemen, I am pleased to see you all since the county has gone 'dry.'" This provoked applause and laughter, everybody trying to locate who the joke was on.

The minutes of the last meeting were then read and approved.

At the September meeting a committee was appointed to devise ways and means for the establishment of a weighing bureau for the lumber trade, similar to the weighing bureau of the grain trade. This committee reported that after a careful investigation of all sides of the question they deemed it inadvisable and impracticable at this time.

The resignations of the Standard Millwork Company and the D. D. Beck Lumber Company were read and accepted. A letter was also read from Capt. J. F. Ellison, secretary of the National Rivers & Harbors Congress. Mr. Ellison in his letter extended an urgent invitation to the Lumbermen's Club to attend the seventh national convention of his organization, and outlined in detail the work of the Congress.

On motion President Walker appointed the entire membership committee, with S. G. Boyd as chairman, to represent the club at this convention. Resolutions were presented and unanimously adopted that the Lumbermen's Club heartily endorse the policy of the Rivers & Harbors Congress and that a copy of the resolutions be sent to J. F. Ellison, secretary.

A letter was then read from the Lakes-to-the-Gulf Deep Waterways Association inviting the club to send delegates to its convention at St. Louis on November 24. The letter was ordered filed, and the secretary instructed to write W. K. Cavanaugh, president of the Waterways association, expressing regrets that the time for action is too short, but that the project of his association meets the approval of the Lumbermen's Club.

Resolutions were adopted endorsing New Orleans as the logical place to hold the World's Panama Exposition in 1915.

Secretary Bolser called the attention of the members to a special ballot that will be presented to each voter on election day, on the question of giving the park board power to issue $1,000,000 in bonds to be used for playgrounds and parks. He asked that every member vote for the bond issue. A [illegible] were in favor of it.

There being no further business the meeting then adjourned.

Building Operations for October

Official reports from forty cities representing all sections of the country, compiled by The American Contractor, Chicago, show a loss in the aggregate of 3 per cent for October, as compared with October, 1909. This showing may be considered fairly satisfactory coming on the eve of an important political campaign. The losses as well as the gains are in cities widely scattered, and no section of the country is favored either way. Twenty-six cities show a loss of [illegible] from 2 to 62 per cent. The principal gains were made in Atlanta, 23 per cent; Birmingham, 56; Chattanooga, 51; Chicago, 32; Little Rock, 27; Los Angeles, 61; New Haven, 48; Rochester, 62; Seattle, 38. The particulars are shown in the following table:

	Oct., 1910	Oct., 1909		
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	$ 1,[illegible]	$ 84[illegible]	2	
[illegible]	[illegible]	[illegible]		1
[illegible]	2,[illegible]	[illegible]	6	
[illegible]	61[illegible]	[illegible]		32
[illegible]	[illegible]	11[illegible]		
[illegible]	[illegible]	[illegible]	2	
[illegible]	[illegible]	48[illegible]		2
[illegible]	1,[illegible]	[illegible]		7
[illegible]	[illegible]	5[illegible]	4	
[illegible]	[illegible]	[illegible]		11
Detroit	1,401,420	1,415,315	..	1
[illegible]	[illegible]	[illegible]		4
[illegible]	18[illegible]	28[illegible]		32
[illegible]	3[illegible]	[illegible]	4	
[illegible]	[illegible]	[illegible]		9
Little Rock	73,084	57,426	27	
[illegible]	1,[illegible]	[illegible]	61	
[illegible]	[illegible]	[illegible]		14
[illegible]	2[illegible]	[illegible]		47
[illegible]	780,[illegible]	77[illegible]	2	
[illegible]	86[illegible]	1,[illegible]		23
[illegible]	[illegible]	[illegible]	48	
[illegible]	2[illegible]	1,[illegible]		82
Manhattan	7,321,151	6,118,571	19	
Brooklyn	2,118,785	1,028,300		45
Bronx	3,021,174	1,[illegible]		12
New York	12,497,611	13,611,896	..	8
[illegible]	7[illegible]	[illegible]		13
[illegible]	310,961	[illegible]		5
[illegible]	149,[illegible]	[illegible]		19
[illegible]	180,610	[illegible]		5
Philadelphia	2,643,025	2,892,490	..	8
Pittsburg	1,009,203	939,761	..	7
Portland	1,646,570	1,707,675	..	3
[illegible]	1,[illegible]	[illegible]		
St. Paul	877,003	1,324,400	..	33
[illegible]	126,[illegible]	[illegible]		
Seattle	2,093,100	1,439,125	38	
Toledo	223,029	231,195	..	3
Wilkes-Barre	135,952	202,104	..	32
[illegible]	$46,782,065	$48,[illegible]		

A Pamphlet on Conservation

The recent speeches of Capt. J. B. White of Kansas City, Mo., in behalf of the conservation movement of the country, delivered before the National Conservation Congress at St. Paul in September, and the Southern Conservation Congress at Atlanta, in October, have just been published in pamphlet form for distribution. The booklets are well printed on good paper and are gotten up in a size convenient for filing and ready reference. They would make a valuable asset to the desk equipment of any lumberman, or, in fact, any business man in the country, for while conservation in the popularly accepted sense of the term means the conservation of the forest resources of the country, that phase of the question is merely one division of conservation as a whole, an issue which covers a great number of the essentials of life to the American citizen.

In Hoo-Hoo Interests

Traveling Supreme Representative W. M. Stephenson has planned quite an extended trip to the principal eastern cities in an effort to advance Hoo-Hoo interests at these places. In co-operation with Mr. Stephenson, Supreme Custocatian J. H. Sheip and the newly appointed vicegerent at Philadelphia, Horace G. Hazard, will hold a big concatenation at Philadelphia right after Thanksgiving day, the exact date to be named later. A few days following, on Dec. 9, Mr. Stephenson, and perhaps Mr. Sheip also,

will attend the concatenation at Cumberland, Md., to be held in November. R. W. Oswald re-appointed for the western district of Maryland.

In the meantime Wm. P. Kuhns, present Vice-gerent at Baltimore, has issued a circular calling a meeting of the members there looking to co-operation with Mr. Stephenson in promoting interest there. Mr. Kuhns has in this the co-operation of Maurice W. Wiley, who has always been a good worker at Baltimore, and he will have the assistance and co operation of John L. Alcock as soon as the latter gentleman returns from a trip to England.

After these meetings and conferences Mr. Stephenson will proceed to New York, then to Boston, and on the way back will take in Buffalo, Cleveland and other points where Hoo-Hoo activities have been put under way.

Win Prize in Industrial Parade

The evening of October 18 was surely an Atkins night at Indianapolis. The occasion was the great industrial parade given by the business men of central Indiana. All the big industries were represented by suitable and attractive floats and other displays. The parade was over seven miles in length, with thousands of contestants for first prize. We show herewith the prize winner, and, as usual, it is "Atkins Always Ahead." The Atkins division covered fully three city squares. It was led by the Atkins Drum Corps, followed by over 600 marchers. Then came the prize-winning float which represented the universe, in the center of which rested the earth, through which passed a mammoth hand saw twenty-five feet in length. Around the float was a twenty-inch band saw, double cut, seventy-five feet long, on which was inscribed the legend, "We Go Around the World." Sitting at the corners and just visible above the clouds were four beautiful young ladies appropriately dressed, representing respectively North and South America, Europe and the Orient. Following this was a mammoth car thirty feet long, on which skilled workmen were going through the various processes in the manufacture of saws, such as filing, hammering, fitting, etc. At the rear arose a large tempering furnace, from which red fire belched forth as the door was opened. It was but another demonstration of the fact that whatever the Atkins company undertakes to do is done successfully.



ATKINS' PRIZE-WINNING FLOAT IN INDIANAPOLIS INDUSTRIAL PARADE.

Local Lumber Fire

On Monday evening a fire starting in the shavings chute of a three-story brick building in West Twenty-first street, between Throop and Loomis, occupied by George Pagel, sash, door and blind manufacturer, and Jacob Huether, maker of ice cream pails, resulted in the destruction of the building with a total loss of between $75,000 and $100,000. Fortunately the fire was confined to the one building, but it was a narrow escape for the surrounding structures and the numerous lumber yards of the West Side lumber district.

Result of Liverpool Timber Sales

The recent sales at the Liverpool market were attended by representatives of most of the largest firms in Great Britain and also by numerous influential Americans. Owing to an unusually keen competition for the various lots presented, there was scarcely any perceptible falling off in prices. One firm suggests that wood for the coming sales be forwarded slightly more readily than heretofore. Supplies generally during the month of September came forward in fairly liberal quantities, though it is reported that the slight improvement in business during the first part of the month was more or less checked by labor disturbances. Very firm prices have prevailed.

The arrivals of round logs of ash from the United States have been small, but the stock on hand is still heavy and moves slowly. A fair amount of ash lumber has been received, though a slight demand and unchanged prices still prevail. Altogether the imports of ash have been more than sufficient to fill the demand.

The prices of black walnut logs of good quality and size are unusually satisfactory, though small logs of poorer grade are not inquired for. The arrivals have been light. The majority of the planks and boards received have been of medium or poor grade, and the price received has been only ordinary. There is still a heavy stock on hand, especially in the lower grade.

The chestnut market remains unchanged, while prime clean hickory butts are sought after and command good prices.

Good quality oak planks of good dimensions show an increased demand, though, as usual, inferior stock is not wanted. This is especially true of coffin planks, while the outlook for oak planks is also good. The arrivals of round southern oak have been light and come to an unchanged market. Waney logs from Baltimore, of large dimensions and good quality are scarce and sell at a good figure. The stock of boards, principally of medium and lower grades, is long.

Inferior quality poplar logs are difficult to dispose of, but logs of good quality and size are wanted. Poplar lumber is in fair demand, though low-grade stuff is too plentiful at present, which tends to depress prices. There is fair business in the best grades of gum, while bay poplar is exceedingly quiet, prices being about as previous. Cypress and California redwood show small sales and fairly firm prices, while the stave market has had but a small import with unchanged quotations.

Chicago Switching on New Basis

The beginning of a new era in the industrial development of Chicago, as well as in the relations between shippers and the railroads, is seen by representatives of both sides in an agreement on a new schedule of uniform switching rates and rules for the Chicago district. The agreement has been reached by committees representing the Chicago Association of Commerce, the Illinois Manufacturers' Association, and the Chicago Board of Trade and the principal railroads entering the city.

It was announced on Nov. 7 that the central idea of the agreement is that Chicago rates shall apply from all points within the Chicago switching district as defined by the rules—that is, that every industry is entitled to the published freight rate to or from the city without additional charges, such as switching or per diem, etc., and that uniform and reasonable rates shall be charged for handling cars from one point to another within the district.

Thus a location in one part of the city will be as favorable for an industry as far as the rates are concerned as in another, as the Chicago rate on shipments into or out of the city will include delivery, and as the rates for switching between points in the city will be the same instead of varying as heretofore, according to the practice of individual roads.

It is predicted that this will mean an important stimulus to the industrial growth of the city, as the extent to which the charges will be absorbed by the railroads will be greater than in any other city.

While the rates fixed by the agreement are higher than those named by the commission, the committees representing the shippers have agreed that they are fair and reasonable.

The rules state that Chicago rates are to apply on all carload traffic to and from all industries, warehouses, and elevators provided with private sidings and located within the Chicago territory, the line bringing the traffic into or taking the traffic out of the district to absorb such connecting line switching charges as may be necessary to make delivery to or receive from such industries, warehouses, and elevators, when the freight charges are $15 per car or more.

Mammoth New Japanese Paper Mill

From Consul-General Thomas Sammons, Yokohama, comes news of a $4,000,000 paper mill which has been established at Tomakamai, in Hokkaido, Japan, completed in August, 1910. This is the most important individual commercial enterprise of this nature in the far East. Only one foreigner is employed, being an American who was sent out to assist in installing the paper making machinery.

The cost of the paper making machinery in this plant is placed at $1,000,000. Of this all but 3 per cent, it is stated, was purchased in America. An inspection of the plant shows that all the heavy machinery—in fact, practically all of the machinery proper—was manufactured by well-known paper mill machinery establishments in the United States, mostly by the Bagley-

Sewall Company of Watertown, N. Y. A few of the smaller parts, including shafting, were made in Japan, and constitute the 3 per cent referred to.

The cost of the electrical machinery in this plant, all of which was imported from America, is placed at about $1,000,000. This does not include the cost of the reservoir and power house plant, located fourteen miles distant, at Lake Shikatsu. This lake is 800 feet above sea level, and as the paper plant at Tomakamai is only a few feet above the nearby Pacific ocean, excellent power facilities have been provided. Already a 15,000-horsepower plant has been developed.

The daily output of the Tomakamai paper mill is upward of seventy tons per twenty-four hours. This is considerable over 50 per cent of the total consumption of news and book paper in the Empire of Japan. Moreover, it is estimated that the timber supply available for this plant will not be exhausted for half a century or more. Some experts claim the timber supply in this case will not be used up for over one hundred years. The timber areas include state and railroad lands in addition to privately owned tracts.

Those concerned in this enterprise, being all Japanese, state that the selling price on the tonnage basis of their product will, for the present, be placed at 2½ to 3 cents per pound. It is evident that this will net a handsome profit, and that the reduced cost of production will enable the Japanese manufacturer to cut prices if necessary to secure a ready market for the output. It is also evident that Japan will export large quantities of paper in the future, the wages paid the ordinary laborer in the Tomakamai plant being approximately $15 per month.

The Tomakamai plant was planned by a Japanese subject, Mr. Naoki Takata, chief engineer and manager of the manufacturing and construction departments of this plant. He has been engaged in the manufacture of paper in Japan for sixteen years, and for six years has directed all of his time and energies to evolving this new industrial property. He has visited the paper manufacturing centers of the world, and is of the opinion that the manufacture of paper will become an important industry in Japan.

After examining modern American paper mill plants Mr. Takata decided that if sufficient water power could be developed in Hokkaido, where coal and timber are plentiful, this industry would prove successful. After locating the necessary water power possibilities at Lake Shikatsu his plans were approved by Japanese capitalists.

Mr. Takata has placed in the Tomakamai plant his own personal inventions for washing the pulp. This plant is also provided with another Japanese invention, the Miyabara naval boiler, of which there are ten, each of 300 horsepower, or a total of 3,000-horsepower boiler capacity.

The electrical machinery, all of American manufacture, includes five 750-horsepower motors; four 450-horsepower motors; forty-three from 100 to 200-horsepower motors.

The floors are all concrete and the buildings are of brick.

Vanderbilt Estate

It has just been learned that Mr. George W. Vanderbilt has given an option on a large tract of fine timber land along the Toxaway road, not far distant from Asheville, and that it is his purpose to sell the timber rights on several large and richly timbered tracts which he owns in western North Carolina.

While the number of acres on the Toxaway road that have been optioned could not be learned, it is said that the purchasers have agreed to pay him $250,000 for the privilege of cutting the timber from the lands. It is also stated that the purchasers' names cannot, at this time, be given out, although it has been admitted that an option on the timber has been given for a period extending through the winter and well into the spring.

The timber rights on Mr. Vanderbilt's vast holdings are [illegible] valuable, and the option on the boundary in the Toxaway section will no doubt be taken up.

It is rumored that Mr. Vanderbilt has caused to be divided into blocks his timber holdings and that these will be sold on a stumpage basis.

Timber Owners' Organization

Owners or agents representing approximately two million acres of upper Michigan timber land met at the Marquette Club, Marquette, Mich., last Saturday and organized the Northern Forest Protective Association, the object of which is to prevent forest fires in so far as possible and in other ways to advance the interests of its members in so far as they pertain to their timber holdings. The following persons were present and took part in the organization of the association:

H. R. Harris, general manager of the Cleveland Cliffs railroads; Powell & Mitchell; R. S. Kellogg, Northern Hemlock & Hardwood Manufacturers' Association, Wausau, Wis.; A. T. Roberts, representing J. M. Longyear; C. V. R. Townsend, Negaunee, representing the Cleveland Cliffs Iron Company; F. H. Smith, Traverse City, the Oval Wood Dish Company and the Smith & Hull Company; T. B. Wyman, Munising, forester for the Cleveland Cliffs Iron Company; F. W. Nichols, Houghton, of the St. Mary's Canal Mine Land Company; H. E. Perkins, Big Bay, of the Heron Mountain Club; T. A. Green, Ontonagon, of the Greenwood Lumber Company; M. W. Jopling and A. F. Koepcke, of the Peter White Land Company; E. O. Stafford, representing A. Kidder, and A. E. Miller, representing the J. C. Ayer estate. Letters assuring co-operation in the movement were received from several large timber owners who were not able to attend the meeting.

T. A. Green was chosen for chairman of the meeting. The forenoon session was devoted largely to an informal discussion of the proposed organization and what might be accomplished by it. It was generally agreed that the only effective way to conserve and protect the forests from fire was through a mutual protective association, modeled after those formed in many localities in the West, which have recently been recommended by the United States Forest Service.

It was agreed that such an association should provide for a patrol of the lands of its members, at least during the summer months, through which agency many of the causes that usually lead to forest fires could be removed and fires once started could be taken in their incipiency and effectively fought before they had spread over large areas. It will also be the duty of the wardens or rangers, who are employed to patrol the lands, to educate the homesteaders as to the dangers from forest fires and to recommend precautionary measures for their prevention.

The association will lend its support to the enforcement of timber and forest fire laws now on the statute books, and to the passage of such additional legislation as may be deemed necessary for the welfare of northern Michigan and Wisconsin timber interests. The question of the rangers being authorized to arrest trespassers on the lands of the association and of the organization making a united effort to prevent trespassing by hunters, fishermen and others, was considered, but was not favorably received by a majority of those present. It was decided the wiser course to refrain from attempting to establish a forest reserve, but rather to educate hunters and fishermen to be more careful about starting fires and to prosecute violators of the state law covering such acts.

The active management of the association will [illegible] elected as follows: President, T. A. Green, Ontonagon; vice-president, C. V. R. Townsend, Ne[illegible] treasurer, J. E. Sherman, Marquette; C. H. Worcester, Chassell; C. A. Goodman, Marinette, and W. H. Johnston, Ishpeming, directors. These directors are expected to meet monthly during the summer season, and will be elected annually at the meeting of the members, to be held the first Tuesday in March.

The constitution and by-laws adopted provide that the association shall be incorporated under the laws of Michigan, and that owners of timber land in Michigan and Wisconsin shall be eligible to membership upon election by the association. In the meetings every member is to have an equal voice in the proceedings, but the assessments to meet the expenses of the association are to be made upon an acreage basis. The direct management of the work to be done is placed in the hands of the directors, who are authorized to employ a chief ranger, upon whom will be shouldered the immediate responsibility for the field work. This chief ranger will also have power to employ subordinate rangers, within limitations, when conditions make such employment necessary.

Most of the details of operation are yet to be worked out by the board of directors, but it is expected that the scheme will be in at least partial operation by another summer. It is stated that this is the first forest protective association to be organized east of the Rocky mountains, with the exception of a somewhat similar association in New York state.

Roads Win in Rate Hearing

Judges Sanborn, Hook, Van Devanter and Adams, in the United States Circuit Court recently upheld the findings of Master in Chancery F. N. Dickson in the suit brought by the Great Northern, Northern Pacific, Chicago, Burlington & Quincy, and Union Pacific railroads to enjoin the Interstate Commerce Commission from enforcing the reduction in lumber rates from Portland to St. Paul and Chicago.

All exceptions by both sides were overruled. The action of the court is a victory for the railroads.

The rate on lumber from Portland to St. Paul was raised from 40 cents to 50 cents a hundredweight by the railroads. The Interstate Commerce Commission cut the rate to 45 cents, which it now is.

The master in chancery recommended a 50-cent rate.

A 60-cent rate from Portland to Chicago was cut to 55 cents by the Interstate Commerce Commission. The 60-cent rate was restored by the master.

Some Points on Saws

Without being at all humorous, there is a great deal of meaning when points on saws are mentioned.. The trouble is that there is a widely differing conception as to the function of the point of a tooth, whether it has to cut, divide, or scrape, or for that matter push aside. It may be asked what has the latter alternative to do in this matter, when does a saw point push aside? Let a saw be sharpened for ripping with the points of the teeth coming to a sharp point, the top at an acute angle, and the front, then the point is used for cutting purposes, with the result that the saw takes a great deal of power, and there is a considerable loss of time in continually sharpening up those points. This question of sharpening a saw, so that the teeth are exactly fitted for what they are being used for, should be considered. Upon it depends the success of the mill, and yet it is lamentable to see that in many cases the saws are sharpened, not to get the best results, but to get a sharp point.

That is what so many men fail to see. That a sharp point is not the best thing for the cutting edge of a tooth. To make a saw to resemble a plate with a great number of needles cut on its edge and then to imagine that those needles would make a good cutting edge is to have an entirely wrong conception of the principles which govern the cutting points of saw teeth. Reason the matter out and it will soon be clear. The cutting action of a saw is to clear a path in the wood a trifle thicker than itself, and the pieces have to be left smooth and parallel. Just imagine, for instance, that instead of needles on a plate we had a number of fine chisels, well ground and sharpened, the chisels just a trifle wider than the plate. The action of the chisels would be to slice out the portions of wood they came into contact with, and to cut the wood easily, and not to leave rough fibers behind, so different to the needle-shaped teeth. As soon as this is presented it will be seen how much better is the method of having chisel-pointed teeth for ripping purposes than to have a great number of acutely beveled teeth, making very sharp pointed ones. This cannot be too much impressed upon the rising generation of woodworkers, that the cutting powers of a saw tooth do not depend on its needle-like point, but whether it is shaped and sharpened so that the whole width of the point of the tooth will cut, and the dust that comes from the saw to be more in the shape of a paring than fine dust. This may seem like heresy to some men, but the great success of the inserted tooth saws proves conclusively the advantages which can be gained with properly shaped teeth. It might be said that in ninety-nine cases out of a hundred the saw is sharpened quite flat upon the top, so that there is no difference from one side to the other. It cannot be said that this is the best way; there is a very slight advantage in having just a trifle of bevel on the tooth so that there is just a point, and not to have an entirely flat surface. Trying saws sharpened so that they were flat on the top, it was found that they took a trifle more power than if they were sharpened with a slight bevel on each tooth alternate ways, and they did not last so long sharp for cutting, either. Still, for all that, there is a considerable difference between these and the needle-pointed teeth which some of the younger men of the trade seem to think are necessary to a good cutting saw.—THE TIMBER NEWS

Shoe-Last Industry in England

The woods used in the manufacture of boot and shoe lasts in the Leicester district, says a consular report, are white American rock maple, basswood, and English beech, the maple being largely in excess of either of the other two kinds. Persimmon is also used, but less commonly. English beech is usually purchased by the last-cutter in the tree trunk, and as the trunks vary in size, it is impossible to fix any general scale of prices. The rock maple and other woods come from the United States in rough-shaped blocks, shipped loose without any casing or packing. One of the largest manufacturers reports that the scale of prices is approximately as follows, per 1,000 blocks, the prices being reduced from pounds sterling to United States currency:

Description—	Price.
Women's sizes:	
5	$62.66
3	59.86
1	49.88
Girls' small size, 12	30.05
Men's sizes:	
7	65.08
9	67.60
11	70.10
Boys' sizes, 7 to 13	25.04

The largest last manufacturer in the district [address on file in the Bureau of Manufactures] imports maple blocks almost exclusively, and it is said that the firm desires to make purchases up to, say, 300,000 blocks. A very good work on the subject of last making, largely in use here, is published in London. The publisher's address is transmitted [on file in the Bureau of Manufactures].

The kind of wood exclusively used in the manufacture of boot and shoe lasts in London is American rock maple. The wood is imported in blocks, which are kiln dried before shipment and are handled loose. The blocks are purchased at so much a pair, varying in price according to sizes, and perhaps averaging about 11 cents per pair. A list of London last and tree manufacturers is transmitted. [List on file in the Bureau of Manufactures.]

An Ingenious Tree Caliper

A quick, accurate and convenient method of measuring trees has been provided by the Franklin Caliper Company of Franklin, N. C., who is now placing on the market a caliper which can be used, when not in professional use, as a walking stick. The Franklin Staff Caliper consists essentially of two parts of the staff and the two tapes inserted in the handle. In working, parallel sides are obtained when the parallel tapes indicate the same inch mark or fraction of an inch mark coming from the tape slot at the same time. The staff parts are made of ash, and a brass plate on the handle shows log scale for a 16-foot log.

The caliper is made in two sizes—one 4½ feet in length and weighing only a couple of pounds will caliper up to 72 inches in diameter, while the second, 38 inches long, will caliper up to 56 inches. The tool has been thoroughly tested and its accuracy can be perfectly relied on. It weighs but two pounds and is easily adjustable. It is being used at the Yale Forest School, the Biltmore Forest School, the Ohio State Forest School, and by many engaged in the wood trade.

A Self-Evident Proposition

There are few things that are so important to the profitable operation of a sawmill as the grate.

Upon the character of the fire it sustains is due very largely the output of the entire plant.

It is impossible to impart the proper motion to the machinery without an engine of proportionate size; equally out of the question to drive the engine properly without sufficient steam; impracticable to obtain ample steam without a hot fire; and, with such fuel as is commonly used in saw mills, exceedingly hard to get a hot enough fire without the Gordon Hollow Blast Grate.

Such, at least, is the opinion of the Gordon Hollow Blast Grate Company, of Greenville, Mich., and they have apparently established their case.

Circassian Walnut

A writer in the Grand Rapids Furniture Record states that the popularity of Circassian walnut is of more or less recent origin. About thirty-five years ago the burl, an excrescence on the trunk of the Circassian walnut tree, was marketed as French walnut. As the entire output was distributed from Marseilles the name French walnut became attached to the wood. So great was the value of the wood on account of its beauty and scarcity that its use in the finish of veneers became common. Owing to the lack of durability due to this extreme thinness, the resulting surface deterioration lost its popularity. The Circassian walnut of today, however, is produced directly from the lumber of the tree, which possesses exceedingly delicate beauty of figure and veining.

The tree, technically known as *Juglans regia*, is a native of the Caucasus mountains and is found there in the sheltered valleys among innumerable varieties of fruit trees, and in that country is of considerable importance as a producer of food. While a great deal of the lumber is taken from these fruit orchards of the old Circassian settlers, the finest wood is found in the region of the Black Sea, where it requires the rich soil of the protected valleys for its best growth.

While the growth is always sheltered, stunted and gnarled, still it is this very characteristic which gives to it the unsurpassed figure and in cutting the bole is uncovered for several feet under the ground. In fact, the roots themselves often contain the most highly prized wood and as they are very sizable, the operation of extracating them from the soil is more than justified by the ultimate price realized for the wood obtained.

The marketing of the timber after being cut is the most difficult part of the operation as only the crudest mountain pathways are available for hauling, and as the wood is extremely heavy it very often requires as much as two years to bring it to the market. Oxen are used entirely in hauling and it is often necessary to snake the logs over a range of mountains in order to finally put them where they are in reach of the market.

Miscellaneous Notes

A new concern for Sterling, Ill., is the Sterling Hearse & Carriage Company, capitalized at $10,000.

The Warren Motor Car Company of Detroit, Mich., recently increased its capital stock to $300,000.

The Climax Box Company was recently incorporated at Pittsburg, Pa., with a capital stock of $5,900.

The Williams Brothers Lumber Company was recently incorporated at Oberlin, La., with a capital stock of $75,000.

The plant of the Hickory-Jones Hardwood Mill at Many, La., was recently destroyed by fire. The loss is partially covered by insurance.

The Adams Shipbuilding Company was recently incorporated at East Boothbay, Me., with an authorized capital stock of $10,000.

The W. H. Mengel Lumber Company was recently incorporated at California, Mo., with an authorized capital stock of $12,000.

A new concern to enter the lumber fraternity, Duluth, Minn., is the Warba Hardwood Manufacturing Company, capitalized at $100,000.

The Milford Veneer Company of Milford, Ind., has been incorporated for the manufacture and sale of lumber, the capital stock being $20,000.

The Bunker Hill Lumber Company of Goss, Marion County, Miss., was recently capitalized at $3,000 by Wm. M. Goss and J. B. Johnston.

The plant of the Pelican Oar and Handle Company, Denham Springs, La., which was recently destroyed by fire, will be rebuilt at an early date.

The Universal Chair Company of Union City, Pa., recently filed a petition in bankruptcy. Its assets are given as $3,700 and its liabilities at $13,472.27.

Articles of incorporation were recently filed with the secretary of state by the King Furniture Company of Saginaw, Mich. The company has a capital stock of $10,000.

The Giant Furniture Company of High Point, N. C., was recently chartered with a capital stock of $150,000 by E. A. Snow and others, for the manufacture of furniture.

The White Lake Flooring & Lumber Company is a new concern for Houston, Tex., capitalized at $200,000. Those interested are M. B. Wilburn, W. C. Lund and D. H. Handley.

A new concern for Hugo, Okla., is the Shelton Lumber & Manufacturing Company, capitalized

at $100,000. The incorporators are J. G., Q. R. and L. C. Shelton and William Moore.

The Hammond Box & Veneer Company of Hammond, La., is making good progress in the erection of its factory, some of the machinery being already on the way to the manufacturers.

The Leeper-Wyatt Lumber Company of Coleman, Tex., recently increased its capital stock from $50,000 to $75,000. It has also moved its headquarters from that place to Fort Worth, Tex.

The C. H. Nold Lumber Company was recently incorporated at St. Joseph, Mo., with a capital stock of $110,000. The incorporators are Chas. H. Nold, James S. Taylor and William G. Robbins.

The Hall & Legen Lumber Company of Morton, Scott County, Miss., was recently incorporated with a capital stock of $200,000. The incorporators include A. B. Hall, J. W. Legen and Jeff Kent.

The Hamlin Lumber Company, Bangor, Me., is a new concern capitalized at $10,000. The company will do a general manufacturing business. Its incorporators are Geo. H. and Chas. M. Hamlin and others.

Fire on October 24 destroyed the dry-kiln and a large amount of lumber in the yard of the Holly Lumber Company, Pickens, W. Va. The Holly company is a manufacturer of poplar and hardwood lumber and its loss is estimated at $75,000.

The U. S. Torrey Veneer Company of Grand Rapids, Mich., has been incorporated with $20,000 capital. The head of the concern was formerly connected with the Grand Rapids Veneer Works and later with the H. S. Holden Veneer Company.

The Anchor Furniture Company was recently incorporated at Pine Bluff, Ark., with a capital stock of $15,000, $8,800 already being subscribed. The incorporators are T. L. Davis, H. E. Williams, A. Dickey, C. A. Huber and C. H. and William Puddlehester.

A new concern for Auburn, Me., is the Hancock Lumber Company, capitalized at $50,000. The concern will carry on a general lumbering business and has is its president R. B. Straton, Rumford, Me., and treasurer and clerk D. R. Hastings of Auburn, Me.

The United Mill Work Company of Stuttgart, Ark., has been granted a charter by the secretary of state. The company has a capital stock of $50,000. Its incorporators are C. C. Van Duyne, J. A. Harr, J. R. Pennington, G. B. A. Sickel, Jerome L. Tindall, J. I. Porter and Ray O. Burks.

The Edgar Veneer & Manufacturing Company of Edgar, Wis., will start up its excelsior plant about the first of the year and will begin to manufacture veneer in the spring. The company will carry a capital stock of $30,000 and the value of the plant will approximate $18,000.

The New England Cabinet Works of Cumberland, Md., was recently incorporated with a capital stock of $25,000. The concern will deal in and manufacture office fixtures, mantles, soda fountain fixtures, etc. C. W. Clifford of Bath is president and R. F. Maxcy of Portland, is treasurer.

The plant of the Texas Hardwood Lumber Company, located six miles north of Brookeland, Tex., was destroyed by fire on October 15. The plant was just new, having only recently been moved from Brookeland and new machinery installed. The exact loss is not known, and there was no insurance.

The Calcasieu Veneer, Box & Crate Company has been incorporated at Lake Charles, La., with a capital of $25,000. The company has erected a plant in which is already installed veneer machinery to the value of $5,000. It will be capable of turning out from 20,000 to 40,000 feet of veneers a day, using gum, pine and oak.

Roy E. and Arthur Taylor of Grand Rapids, Mich., and H. D. Lyons of Muskegon, have organized the Lyons Folding Wardrobe Company, capitalized at $20,000. The new concern has purchased the building, formerly occupied by the Muskegon Carving Works and will commence business as soon as necessary arrangements are made.

The Enterprise Lumber & Commission Company of New Orleans, La., has [illegible] on a site near Carrollton avenue on the Illinois Central road, on which to operate its plant. The company has a capital of $25,000. S. W. Boyd is vice president and General manager and L. Strauss is secretary. The company will handle yellow pine, hardwood and cypress.

Word comes from Little Rock, Ark., that the Poinsett Lumber & Manufacturing Company of that place has let a contract for the erection of a $100,000 sawmill and veneer plant at Trumann, Ark. Work on the new plant, which will be up-to-date in every particular, will be rushed with the greatest expedition. Two hundred men will be employed when it is finished.

The Johnson-Baker-Donaldson Chair Company was recently organized at Morristown, Tenn., with a capital stock of $25,000. The new concern owns a fully equipped plant that will compare favorably with any other institution of the kind in the South. The following officers were elected: J. E. Johnson, president; R. I. Donaldson, vice-president; Geo. W. Baker, secretary and treasurer. The plant is now ready to [illegible] operations, and has a daily capacity of 500 chairs.

The Osage Welch School Desk Furniture Company recently filed articles of incorporation at Oklahoma City, Okla. The company is capitalized at $75,000 and has among its board of directors a number of prominent citizens of Oklahoma City. The plant of the company will be located at Osage City and the contract has already been let for the four main buildings. The factory will have an output of 50,000 school desks per year besides other furnishing products. D. S. Welch, president of the new company, for [illegible] company of Anamosa, Ia.

The Maley, Thompson & Moffett Company, hardwood and veneer house of Cincinnati, has closed out the wholesale domestic and export yard at the foot of East Thirtieth street, Manhattan, N. Y., and will open new yards at Atlantic Basin, Brooklyn. The new quarters will carry a complete stock of mahogany, domestic hardwoods and veneers for home and foreign consumption, and inasmuch as they are situated in the heart of the export district, the facilities of the company will be greatly augmented. Manager Burgess will henceforth maintain headquarters at 65 [illegible] New York and [illegible]

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

R. S. Kellogg of Wausau, Wis., secretary of the Northern Hemlock & Hardwood Manufacturers' Association, attended the meeting of the Board of Governors of the National Lumber Manufacturers' Association in Chicago on October 25.

W. A. Gilchrist of the Three States Lumber Company, Memphis, was a recent visitor to the Chicago trade.

C. M. Christiansen of the Christiansen Lumber Company, Rector building, Chicago, has returned from a trip to the northern part of Wisconsin.

R. J. Wiggs of the R. J. Darnell Company, Memphis, Tenn., made a short stop in Chicago recently.

F. D. Timlin of the Wheeler-Timlin Company, with offices at the First National Bank building, Chicago, and headquarters at Wausau, Wis., recently spent a few days with the Chicago trade.

L. B. Lesh of the Lesh & Matthews Lumber Company, Marquette building, has returned from a short business trip to Memphis, Tenn.

W. A. Ransom of the Gayoso Lumber Company of Memphis recently spent a few days in Chicago.

The entire plant of the Turner Cabinet Company of West Chicago, Ill., was recently destroyed by fire. The loss in building and stock was total.

Among the American visitors in attendance at the Liverpool mahogany auctions November 9 and 10 was R. S. Bacon of the R. S. Bacon Veneer Company, Chicago. Mr. Bacon sailed on October 29 on the steamer Laurentic and from Liverpool he will continue to the Caucasus to take up a lot of Circassian logs.

T. Finnie of Marshall, Knott & Barker, Ltd., of Marsh Lane, Liverpool, Eng., has been making an extensive selling trip through American consuming points, covering both the North and the South. He visited the Chicago trade [illegible]

The Lucas Furniture Company of Rockford, Ill., has erected a new plant to take the place of the one destroyed by fire last spring. As yet there has been no machinery or equipment installed.

The Wright Carriage Body Company of Moline has increased its capital stock from $100,000 to $150,000.

The Fort Dearborn Company has been incorporated in Chicago with $30,000 capital, to do a general contracting and manufacturing business. The incorporators are T. W. Kelly, W. D. Watson and S. Anderson.

The Wisconsin Lumber Company of Chicago [illegible] at Huttig, Ark. The capacity of the mill is 100,000 feet. It will manufacture, besides lumber, such products as car and wagon stock, poles, reaches, sawed felloes, bolsters, hubs, axles and spokes. The plant is modern in every way.

[illegible] W. Mengel, [illegible] hardwood lumberman of New York City, was a Chicago visitor on November 1 and paid the RECORD sanctum a call.

B. S. Sacksonie of Dunn, La., and Paris, France, was in Chicago last week offering some very desirable Louisiana hardwood timber properties for sale.

Bird's-Eye Walker of the Walker Veneer & Panel Works, this city, has just returned from a four months' vacation spent on his farm near Alpena, Mich. Mr. Walker is enthusiastic over [illegible] health. His friends are glad to see him back in the local trade again.

At a recent meeting of the National Lumber Manufacturers' Association it recommended to owners of short line railroads who wish to have a standing with the Interstate Commerce Commission that they each appoint A. F. Tennille, 35 Bliss building, Washington, D. C., as resident agent and give notice to the Interstate Commerce Commission of this fact so that service of notices and processes may be had. Some such an appointment is required by section 6 of the new Interstate Commerce Act and is important because otherwise notices and processes are served by simply posting in the office of the Commission, whereas in the case an agent is appointed papers are served upon the agent, who in turn transmits them direct to the parties interested.

Maurice Everly, the well-known manufacturer of dimension lumber and of carriage stock, who has been located for many years at Island, Ky., has moved to Ashland City, Tenn., where he has purchased 1,400 acres of hickory timber known as the Sycamore Powder Mills Tract, and has the new mill in operation, cutting the timber

auto shaft strips, gun stock blocks, shoe pegs, cross bars and many other dimensions of this kind. The new mill has an output of three cars per week.

Wm. M. Stephenson the new Supreme Representative of Hoo-Hoo of St. Paul, Minn., appointed at the last annual of this Order, paid the RECORD a call on November 5. Mr. Stephenson is working out plans to inject some new life into Hoo-Hoo and try to reclaim a good many of the pioneer members of the association for the fold.

E. C. Mershon, the well-known resaw manufacturer of W. B. Mershon & Co., Saginaw, Mich., was a HARDWOOD RECORD caller on October 22. Mr. Mershon reports that his concern is very busy in the manufacture of its resawing specialty machinery.

H. E. Schadt, sales manager of the Hyde Lumber Company, South Bend, Ind., was a Chicago visitor last week and incidentally made a call at the HARDWOOD RECORD office.

Harvey S. Hayden of the Hayden & Westcott Lumber Company, Railway Exchange, this city, who recently returned from an extended trip among the lumber manufacturing plants on the Pacific coast is spending the current week at Michigan manufacturing points.

NEW YORK

Doyle, Thomson & Co., wholesalers and retailers of hardwoods, with yards at the foot of East Thirtieth street, Manhattan, have just leased several additional lots adjoining their premises and are opening up a large mahogany department, as well as devoting attention to the public storage of lumber. In addition to a large and well assorted stock of domestic hardwoods, they have put in over 150,000 feet of all grades and thicknesses of mahogany and are developing a nice business therein.

There was an important meeting of the Executive Committee of the National Wholesale Lumber Dealers' Association on October 20 and the Board of Trustees on the 21st, both held at headquarters, 66 Broadway. There was a full attendance of both official bodies. Many matters of importance to the trade in connection with the work of the Bureau of Information and the Transportation Bureau, forestry legislation and railroad subjects were discussed and acted upon. Special attention was paid to the proposed increase in the minimum weights of cargo lots from 30,000 to 34,000 pounds by the railroads to water competitive points. General reports covering the departmental work were satisfactory.

The Seacoast Lumber Company, wholesalers of cypress, hardwoods and yellow pine, 1 Madison avenue, has just opened a southern purchasing department at Jacksonville, Fla., in charge of A. L. Ligon, who will look after its affairs in that vicinity.

E. H. Quinby, a well-known export hardwood timber and piling wholesaler, has just received a big order from the War Department for the timber and wood piling to be used in connection with the raising of the battleship Maine in the Havana harbor.

The following lumbermen were eastern arrivals from European trips: George H. Storm, G. H. Storm & Co., hardwood flooring specialists at the foot of East Seventy-second street, Manhattan, accompanied by Mrs. Storm; Lewis Dill, Baltimore, Md., Lewis Dill & Co., accompanied by Mrs. Dill; R. H. Downman, the large cypress manufacturer of New Orleans, and his family; Joseph Rathbun of the Louisiana Cypress Lumber Company, Harvey, La.

The wholesale house of D. P. Fairchild & Co., 1 Madison avenue, City, and Oswego, N. Y., is in liquidation. George F. Gray, one of the members of the firm, has engaged in the wholesale commission business on his own account at 1 Madison avenue. In connection with handling a general line of lumber, Mr. Gray will act as selling agent in this territory for the J. J. Newman Lumber Company of Hattiesburg, Miss.

The Hoban-Hunter-Feitner Company, a wholesale cypress house with distributing yards at Chapman's Dock, Newton Creek, Brooklyn, recently lost a big cypress cargo comprising 825,000 feet, which was en route from New Orleans on the schooner Holliswood. About three days' out the schooner ran into a hurricane and lost her deck load, masts, etc. The company has ample supplies for current wants as well as for other shipments on the way.

W. D. Young, of W. D. Young & Co., well-known Bay City, Mich., flooring manufacturers, spent several days in town on business the past week. He reports trade fair in the West, with every indication of still further improving after election.

Other prominent hardwood visitors during the fortnight were W. W. Knight, Indianapolis, Ind.; J. W. Difenderfer, Philadelphia, Pa.; H. F. Taylor and Orson E. Yeager of Buffalo; H. C. Philbrick, Boston; R. J. Lockwood, Memphis Hardwood Flooring Company; Chas. R. Ransom, Gayoso Lumber Company; E. A. Goodlander, Goodlander-Robertson Lumber Company, and L. R. Brown, George C. Brown & Co., all of Memphis.

The hardwood mill and yard of B. Jacobson & Son Company, Elizabeth, N. J., was destroyed by fire last week, entailing a loss of $30,000 with no insurance.

W. C. Laidlaw of the R. Laidlaw Lumber Company, Buffalo, N. Y., and Toronto, sailed October 19 for a European trip.

Moore Bros., who recently suffered a total fire loss, are rapidly cleaning up their premises and have filed plans with the building department for a brick lumber storage and stable building and three frame sheds adjoining, to cost about $23,000. They are planning to soon start to rebuild their premises along modern lines. In the meantime they are using adjoining lots for the accumulation of new lumber stocks.

BUFFALO

The firm of J. M. Briggs & Co. has been organized, Mr. Briggs having taken in as a partner Alfred Swanson, who will look after the out-of-town interests of the firm. They are handling considerable dimension lumber in oak and poplar, and Mr. Swanson is now in the South looking up stock.

No meetings have yet been held by the Hardwood Exchange and nothing of much importance has come up to call the lumbermen together. While the good weather lasts they have decided to indefinitely prolong the automobile season. It is also good weather for hunting.

President Sykes has been spending some time in the Adirondacks getting ready for winter cutting of the timber of the Emporium Lumber Company. His company reports October as being a good month in its business.

The Standard Hardwood Lumber Company reports its dry kiln busy. Its only trouble is that its capacity is not large enough. The southern yards and mills of the company are running full force.

The Pascola Lumber Company has a large stock of gum at the mills in Missouri. It is selling considerable quantities of it in the East, some of it coming as far as Buffalo.

The Buffalo Hardwood Lumber Company interests are associated in the new River Forks Timber & Lumber Company, incorporated to acquire, sell and develop timber lands in British Columbia, with capital stock of $200,000.

F. M. Sullivan is selling lumber pretty fast, but is able to go pheasant hunting occasionally and is watching his chance at present to go after chestnuts in the country near Buffalo.

F. W. Vetter is selling a good deal of plain and quartered oak. Oak and maple are the principal sellers at his yard. Like other dealers he is finding some thicknesses of maple quite scarce.

The yard of A. Miller is adding a quantity of oak and chestnut to its stock. Mr. Miller says business is better than it has been and the prospects for its continuing so appear to be good.

I. N. Stewart & Bro. say that cherry and walnut are quiet, but that the trade in chestnut and poplar is improving. The inquiries in hardwoods are coming in better at present than a short time ago.

O. E. Yeager has been getting a new stock of oak and poplar and notes an improvement in trade.

PHILADELPHIA

William P. Shearer of Samuel H. Shearer & Son reports a substantial advance in trading of late with a promising outlook. Samuel H. Shearer has returned with his family from his summer residence in North Wales, Pa.

Frederick S. Underhill of Wistar, Underhill & Co. confirms the reports coming from eastern quarters of a decided betterment in trading. He says inquiries are increasing with good business results.

Frederick C. Righter, president of the Righter Lumber Company, gives a willing word as to improved business conditions. Inquiries are multiplying and the outlook grows brighter daily. The company is making considerable improvement in its office to better facilitate increasing business. It has recently issued a neat and practical souvenir in the shape of a small leather bound memorandum book, on the cover of which appears in gilt letters the company's name and address, and the inscription, "Write Righter for Right Prices."

Daniel B. Curll reports October business everything that could be desired. The worst thing he has had to contend with has been the unavoidable delay in shipping, owing to the inconvenient car shortage. If things continue to progress in the same ratio during November, he thinks there will be every reason to be satisfied with conditions.

H. B. Tomb of the Tomb Lumber Company reports a fair volume of business right along. The output of the company's mill at Watoga, W. Va., is being increased. The prevailing car shortage is the only handicap which troubles it at present. W. A. Tomb is at the mill looking after affairs there.

The Stony Brook Lumber Company of Lopez, Sullivan county, Pa., has been granted a charter by the state and is the owner of the well-known Everhart timber tract of 2,250 acres, located in Wyoming county, the deed coming from the heirs of the late John T. Everhart of West Pittston. Work has already started toward the operation of this tract of virgin timber. A railroad eight miles in length will be built from the property to the Lehigh Valley at Lopez.

The largest movement of cars reported in the Harrisburg yards since June, 1907, was recorded in the office of the Pennsylvania Railroad Company about a week ago, when 7,500 cars were handled. The average daily movement of cars is between 5,500 and 6,000. This is an encouraging sign for a general improvement in business conditions.

Allen Albright, a retired carriage manufacturer of Easton, Pa., died on October 19, aged sixty-nine years.

Joseph Yokn, for fifty years a carriage manufacturer, died at Pottstown, Pa., on October 23, aged seventy years.

The International Automobile and Engine Company, Yeardon, Pa., obtained a charter under

Delaware laws on October 26, capital $10,000,000.

The Norwich Lumber Company, Harrisburg, Pa., was chartered under Pennsylvania laws on October 27, with a capital stock of $5,000.

The regular monthly meeting of the Lumbermen's Exchange of Philadelphia was held on November 3, with Franklin A. Smith, Jr., president, in the chair. The usual luncheon was served and a goodly number of members were present. No business except current matters was transacted.

PITTSBURG

The C. P. Caughey Lumber Company has bought a tract of 900 acres of hardwood timber in Centre county, Pennsylvania, and will at once put in a mill to cut off the timber into poles, ties and mining stock. Several hundred cars of lumber will be shipped from its plant during the coming year.

The Acorn Lumber Company is growing right along, as its name would indicate. President Harry F. Domhoff has put another salesman on the road and now has all the office work he can attend to.

The State Forestry Department has just about completed setting out 175,000 young trees from the state nursery at Mont Alto, Pa. The trees were taken from Perry, Huntingdon, Potter, Clinton, Centre and Union counties, and are white and red ash, white and red oak, chestnut, sugar maple and walnut.

The J. W. Willis Lumber Company of Washington Court House, Ohio, is shipping a large quantity of fine walnut timber to Hamburg, Germany. Last month it loaded 111 logs, measuring from 18 to 40 inches in diameter. They were the selects taken from hundreds of walnut logs shipped to this point from all parts of southeastern and southern Ohio.

The J. C. Donges Lumber Company has secured the output of another plant on the Southern Railroad at Amelia, Va. Mr. Donges reports prices stiff and the general demand improving.

The plant of the Jacob Haney Stair Company, on Lincoln avenue, East End, was burned October 28 with a loss of $30,000. The firm carried about $14,000 insurance and will probably rebuild.

J. N. Woollett, president of the Aberdeen Lumber Company, recently made a trip through Louisiana, Arkansas and other southern states. He bought a considerable quantity of gum and cottonwood, and finds it easier to deal with mill owners than a few weeks ago.

The Willson Bros. Lumber Company reports a good trade and plenty of business, but too much competition of the wrong sort. They say that continued efforts are being made to keep down prices by concerns that might just as well get full list quotations if they would practice a little nerve.

The Breitwieser & Wilson Lumber Company had the best month of the year in October. Its hardwood business is developing rapidly, and W. W. Wilson, Jr., believes that winter trade will be good.

John W. Russell and Elmer Williams of Indiana, Pa., have bought the D. F. Rinn timber holdings near Lewisville, Pa., consisting of 50,000 feet of oak timber. The tract is one of the best in that part of the state and a mill will be put in shortly to cut it off.

The Linehan Lumber Company reports a better business among the hardwood manufacturers, who seem to be realizing that their stocks will not last forever and that prices are not going to be any lower. J. J. Linehan was down East last week looking up business.

Manager E. H. Shreiner of the Goodwin Lumber Company reports a good trade for October in both hardwood and white pine. The company's mill at Bluejay, W. Va., is cutting 75,000 feet a day, and if cars were not so scarce complaints would be few.

The Palmer & Stearns Lumber Company reports a good report for October. Its mills are all busy. Sales Manager I. F. Balsley made a recent flying trip to Buffalo and reports conditions in general better.

BALTIMORE

Robert McLean, general manager of the Norva Land & Lumber Company, states that his company's mill is running full time and that the demand is fairly good, though no special activity is to be noted. Little change is shown in prices in the domestic market. An increased interest, however, is noted among the foreign buyers, who send in frequent inquiries. Stocks on the other side of the Atlantic have been still further reduced, and the movement might be expected to quicken decidedly but for the high prices which the exporters must pay for lumber. Naturally, the price to the foreign buyer must be put up correspondingly, and this tends to check the movement at least temporarily. There is again much competition among exporters for suitable lumber, and the grades desired are commanding advanced figures.

Morley Watkins, branch manager for the well-known lumber and log importing firm of Cobbett & Co. of London and Liverpool, was a visitor here two weeks ago, calling on several of the hardwood firms. He was on a tour of the United States, having come from New York and Philadelphia.

The Western Maryland Railroad Company, which is building an extension from Cumberland to Pittsburg, has just awarded a contract for 250,000 cross ties. Deliveries are to begin at once and it is thought that the last of the contract will be filled by next April. The grading for the greater part of the way is completed.

Charles I. James, who is largely interested in the Pigeon River Lumber Company, at Crest Mont, N. C., is on another visit to the plant to see how operations are progressing. The mill is reported to be running full time and the company states that stocks are being moved as fast as they are turned out.

Clarence Wood of the R. E. Wood Lumber Company of this city, who got a black eye and was bruised and badly shaken up several weeks ago in an accident on the Murphy branch of the Southern Railway, has fully recovered and left on another trip in the interest of the firm last week.

Plans have been completed for the reconstruction of the box factory of Becker Bros. & Son, at Frederick and Lexington streets, which was almost entirely destroyed by fire in September. The plans provide for a structure with a front of 170 feet and equipped with the most modern facilities. The cost of the new plant is estimated at $100,000.

CLEVELAND

Business with the lumbermen in this territory is reflected in the heavy volume of building permits which are being issued for operations here. Records to date for this year eclipse all former years and indications point to the fact that the year will be the largest in the history of the city. A satisfactory feature is that the heaviest business seems to be in the erection of residences, the large majority of which are of timber construction throughout, requiring large amounts of hardwood trim and flooring in addition to the usual lumber bills.

Members of the new social organization which was first called the Saw Log Club, have determined to rename it the Lumber Club. Arrangements have been made for a series of meetings to be held during the winter. The first took place on November 8, when returns were received from county and state elections and an enjoyable social session held.

The Clark County Lumber Company of Springfield, O., has been incorporated by Peter Kuntz and others with a capital of $10,000. It is understood that it is just one of a string of such companies in different Ohio towns which are controlled by Mr. Kuntz and his associates.

Dealers in many parts of the state who have let their hardwood stocks run low are busy replenishing them, according to F. T. Peitch of the F. T. Peitch Company, who says that a large number of orders have come to his firm during the past month from small [illegible] throughout the state.

The recently incorporated Gray Lumber Company reports a good [illegible] Cleveland, particularly in the hardwood line.

The yard of the C. H. Foote Lumber Company of Cleveland, which is located at Somerset, Ky., has been recently receiving some exceptionally fine hardwood stock. C. H. Foote says that the middle grades of poplar and oak are moving unusually well for this season of the year. The call for high-grade chestnut and other lines of hardwoods is also firmer than for some time.

C. R. Duggan, well-known representative of Jackson & Tindle, hardwood manufacturers of Buffalo and Detroit, was a caller on the Cleveland trade this week.

C. W. Manning, wholesaler in hardwoods, dropped off in Cleveland while on his way from New York to Chicago and paid his respects to some of the local dealers.

Max Myers and A. L. Stone of the Nicola, Stone & Myers Co. are back from a three weeks' absence in southern states, where they visited several hardwood and cypress plants near New Orleans.

COLUMBUS

The Valley Furniture Company of Marietta, O., was incorporated with an authorized capital of $40,000 to operate a furniture factory and to make wooden articles. George P. and Jacob Reelman, Joseph P. and Asa E. Ward and Beman A. Plummer are the incorporators.

The Scioto Box Company of Columbus, O., was incorporated with a capital of $20,000 by John A. Ford, G. S. Ferguson, M. A. Church, John K. Kennedy and L. F. Sater to manufacture and sell boxes, crates, cases and files.

The McKenzie Lumber Company of Delaware, O., has leased the land upon which the Hale Handle Factory at Ashley, O., is located, and the Delaware concern will erect a mill and operate a lumber yard. The machinery for the new mill is now being removed to the new site. E. Cryder will be general manager of the operation.

Statistics collected from Ohio, West Virginia and western Pennsylvania for the week ending October 26, show that contracts were awarded amounting to $999,000, as compared with $1,142,000 for the corresponding week in 1909. Since January 1 contracts awarded in the three states total $93,514,000.

H. W. Putnam, president of the General Lumber Company, reports an improved demand from factories, making hardwoods stiffer in this vicinity. He says that furniture, implement and vehicle factories generally are buying more liberally and that prices are firm. The General [illegible] Company [illegible] the Big Sandy river in Kentucky, but its mill at Ashland, Ky., is idle because no logs are available.

R. W. Horton, sales manager of the central division for the W. M. Ritter Lumber Company, reports a good demand for all varities of hardwoods. One of the features of the trade is an advance which was announced recently in the lower grades of plain oak. The yard trade is good and the same is true of the demand from manufacturing establishments. Mr. Horton ex[illegible] remainder of the year.

The B. A. Leach Lumber Company, which re-

cently opened new offices in the Columbus Savings & Trust building, reports a fair demand for hardwoods. George B. Jopson, sales manager of the company, recently returned from a southern trip.

The A. C. Davis Lumber Company has moved its offices to 1930 South High street from the tenth floor of the Columbus Savings & Trust building. The present offices of the company are with the South Side Lumber Company. Mr. Davis reports a good demand for most hardwoods.

CINCINNATI

George C. Eheman, Jr., is the latest addition to the Bennett & Witte household, as is well known. George Eheman is the business partner of W. A. Bennett, and has charge of the Memphis business of the concern. The young man arrived a fortnight ago, and was very cordially welcomed.

Recovering from his recent narrow escape from death by being thrown from his buggy, "Billy" Gerdel of W. D. Gerdel & Co. has concluded that he needed some assistance in taking care of his own welfare, and has arranged for a life partner. The young lady who has promised to look after his welfare is Miss Louise Rodman of Haddon Hall, Avondale, a daughter of his business partner. The date of the splicing is not definitely settled, as "Billy" is still nursing that splintered arm, and of course he will need both of them.

The bowlers of the Lumbermen's Club of Cincinnati met the team of the Queen City Furniture Club in a contest on the evening of November 2, at Heidelberg, in the Highlands of Kentucky. Both teams have classy bowlers, and the scores, while not officially recorded by the bowling leagues, were equal to the best so far bowled by any of the stars this season. The occasion was the monthly dinner and meeting of the Furniture Club. At the business session committees were named to arrange tickets for the annual election which takes place in December.

Late letters from Fred Conn of the Bayou Land & Lumber Company, who has been seriously ill at Yazoo, Miss., contain the cheering information that he is so far recovered as to be able to eat well and talk about going to work again. George Hand, manager of the Cincinnati office, who has been at Yazoo looking after the company's mill interests during Mr. Conn's illness, will return to the Cincinnati office this week.

The new Tensas River Lumber Company is actively at work installing their No. 1 mill plant on their holdings in Concordia Parish, La. Manager Sam Conn writes that he has a force at work preparing the mill site, and will push things along at top speed until he can get the mill to cutting lumber.

C. E. Champlin, second baseman of the lumbermen's ball team, is happy over the arrival of a new ball player at his house. Manager Hinckley has already signed him as "young blood" for the future of the ball team. The youngster has been labeled "C. E. Champlin, Jr."

Floyd Day of the Swann Day Lumber Company, Clay City, Ky., spent several days in the city last week. He was accompanied by his wife, who was here to consult an eminent oculist.

W. C. Winchester of Grand Rapids, Mich., well-known lumberman, was a guest of the Sinton for a few days last week. He was en route from Hot Springs, Va.

C. S. Stearns, president of the Stearns Lumber Company of Stearns, Ky., was a recent visitor here. His company has just completed five miles of new railroad at its plant, where besides its mill interests it operates a number of coal mines.

E. D. Galloway of the Galloway-Pease Company, who formerly had headquarters in this city, was here for several days last week attending to business affairs. His interests are now located at Johnson City, Tenn., and Detroit, Mich.

The stocks of logs at the local mills are very low, being scarcely equal to the cutting capacity of the mills. These plants are located on railroads, and depend entirely on that source of supply. The big mill plant of C. Crane & Co. is still getting its supply of logs by river, and is fairly well supplied. It is expected, however, with the completion of the new Chesapeake & Ohio railroad yards, at Brent and Silver Grove, Ky., the past week, that the plan for bringing the logs to C. Crane & Co.'s mills from West Virginia entirely by rail will probably begin about the first of the year.

TOLEDO

There has been no letup in the demand for hardwoods for building purposes in this section and present indications point to a stiff trade all winter. A large number of contracts are being let for new buildings for immediate erection. The first ten months of the year in Toledo have shown a slight loss in the valuation of new buildings but a marked gain in the number of structures erected. This is due to the absence of commercial and industrial structures and the larger number of residences. Total permits issued were 1,183 as against 1,167 last year, with a valuation of $2,871,778 as compared with $2,922,015 during the same period of 1909. The month of October held up well and November is showing active operations.

E. G. McFillen, a manufacturer of hardwood floors, in a recent interview with a HARDWOOD RECORD representative said: "Business has been good with us this year. There has been an unusually strong demand for oak floors, most of them plain five-sixteenth and three-eighth inch veneer. There has been quite a demand for pattern floors, about one-third of the floors laid being of this variety. We have been getting the same prices this year as last and have had but little difficulty in securing materials with the exception of plain sawed oak which has shown some scarcity and correspondingly higher prices."

Jasper Evans, a small operator and producer of hardwood lumber at Hicksville, O., this week filed a petition in voluntary bankruptcy in the district court at Toledo. Liabilities are fixed at $16,232.81 with assets amounting to $6,419.15.

The manager of the Toledo Bending Company, when seen by THE RECORD representative, was in an optimistic frame of mind and responded genially to questions as to market conditions. "As makers of carriage and wagon wood stocks and bows and felloes for automobiles we are enjoying a good line of trade. We are having a good demand for our products and have experienced no difficulty in securing stocks in sufficient quantities for our needs, hickory and ash being the material most used by our concern."

A large plant will be erected on a twenty-two acre site near the Skinner Bending Company for the manufacture of a patent hexagon paving block, which when laid will look like tile. The concern will be operated by Harry Jennison and A. G. Wright, who will incorporate a company. Three large structures will be erected. The wood to be used will be burr oak and other hard woods as well as some soft wood.

INDIANAPOLIS

W. W. Knight, president and treasurer of the Long-Knight Lumber Company, is in Memphis, Tenn., on business.

The Interior Hardwood Company states that while business is fairly satisfactory the trade is somewhat dull at present.

The Barley & Spencer Lumber Company of Marion, Ind., has bought sixty acres of hardwood timber near Mt. Aetna, Huntington county, the consideration being $20,000.

The baseball team of E. C. Atkins & Co. has closed its season, winning sixty-two out of sixty-nine games and also the City league championship.

A contract for the hardwood counters and grille work in the new city hall building has been awarded at $14,152 to the A. H. Andrews Company of Chicago by the board of public works.

During the ten months ended October 31 the city issued 1,578 building permits, aggregating $7,091,079, as compared with 3,562 permits amounting to $6,351,015 during the corresponding period of last year. Permits issued during October amounted to $1,021,285, as compared with $415,040 in October, 1909.

Van Talge and Jesse Lackey of the Talge Mahogany Company will arrive at New Orleans in a few days with two of the largest cargoes of mahogany logs the company has ever purchased along the west coast of Africa. The young men have been in Africa for the last ten months and are bringing back about 2,000,000 feet of logs.

Gifford Pinchot, former chief of the Government Forestry Bureau, and Henry Wallace of Des Moines, Iowa, president of the National Conservation Association, were guests of honor at a dinner given by a company of distinguished Indiana men at the Claypool Hotel, the evening of October 29. The dinner was the occasion of the organization of an Indiana branch of the National Conservation Association. William Holton Dye of Indianapolis was elected president; Col. Charles L. Carlisle, South Bend, vice-president; James L. Gipe, Indianapolis, secretary, and William G. Irwin, Columbus, treasurer.

EVANSVILLE

The next meeting of the Evansville Lumbermen's Club will be held at the New Vendome hotel on Tuesday night, November 8. The club, while only recently organized, numbers among its membership about twenty of the representative lumber concerns of this section. The following are the officers elected: President, O. W. McCowen of Thompson, Thayer & McCowen; first vice-president, Frank J. Haney of John A. Rietz & Sons; second vice-president, Fred W. Rietz of the Clemens Reitz Sons Company; secretary and treasurer, George O. Worland of Thompson, Thayer & McCowen. The directors are C. P. White of the C. P. White Lumber Company, Charles A. Wolflin of the Wolflin-Luhring Lumber Company and Daniel Wertz of Maley & Wertz. The club will be conducted along the lines that lumbermen's clubs in other cities are conducted, social intercourse among the members being made a strong feature. It is expected that the organization will accomplish much good for its members. It will go in for more publicity for this market, as it is evident that Evansville is not getting the credit as a lumber center which she deserves. A booklet will be issued about the first of the year, giving in condensed form a description of the lumber interests of Evansville and territory, capital invested, volume of business done, kinds of woods manufactured and dealt in and their specialties, with maps and time tables showing connections with surrounding towns in this territory.

Miss Louise VonBehren, daughter of B. F. VonBehren of this city, was recently married to Dorsey B. Smith, a young business man of Portland, Ore. The bride's father is connected with the well-known firm of the VonBehren Manufacturing Company.

On the morning of October 30 fire destroyed the local plant of Thompson, Thayer & McCowen, located at Columbia street and the E. & T. H. Railroad. The loss is estimated at $25,000, covered by insurance. The fire started in the engine room and had gained considerable headway when the hose companies arrived. The mill is a total loss. The firm announces that the mill will be rebuilt at once.

E. W. Bartley of the Racine Lumber & Manufacturing Company of Racine, Wis., was a recent visitor in the city.

William Threlkeld, of the Indiana Quartered Oak Company, 5 East Forty-second street, New York, was in the city last week visiting the trade and his old friends.

George Eaton, who is with the Nickey Brothers Hardwood Lumber Company of Memphis, Tenn., was here recently visiting friends and relatives.

The plant of the Jackson Lumber Company, Jackson, Tenn., which is an extension of the business of the Evansville Veneer Works, is operating full time. A shipment of sixteen mahogany logs were received at the local United States customs office for the Evansville Veneer Company. The logs were cut in Siberia and shipped by way of London, Eng. This is the third shipment of mahogany to be received by the company from Siberia this year.

MEMPHIS

The weather has continued very favorable in this territory during the past fortnight and lumber manufacturers have gone ahead as steadily as possible in the operation of their plants. There has been an exceptionally low water stage in the Arkansas and Red rivers as well as in some of the other streams in this section and the upshot has been that it has been very difficult to bring out any timber on these bodies of water. As a consequence some of the mills depending on these rivers for logs have been able to run only part time. Some timber, however, has been brought out on the Mississippi recently. Difficulty with some of the railroads in getting cars to bring in timber promptly has also handicapped mills in securing their supplies.

Hardwood lumber interests have complained that business was not as good as expected but it is generally conceded that, except in cases where there have been insufficient supplies, shipments have been from 15 to 25 per cent ahead of the corresponding season last year.

There is no cause for complaint in general business conditions as reflected in bank clearings and other barometers of activity. The railroads are handling an enormous volume of business and are under the necessity of placing additional orders for equipment to take care of traffic offered them. The Southern Railway has recently ordered 3,000 new cars and the Frisco System is awaiting the filling of an order of the same size. In the meantime this and other roads are rushing repair work as fast as possible. The car shortage is already beginning to assume proportions that are uncomfortable for the lumbermen and particularly for those at interior points. The climax of the cotton movement is still to be seen and until this has passed there is little prospect of any change for the better. Reports from Birmingham, Little Rock and other points in the Central South indicate a very decided gain in bank clearings, the total in Birmingham for the first ten months of 1910 having broken all previous records at $105,850,604.02, as compared with $86,095,175.74. In October there was a gain of considerably more than $1,000,000 for that city. Building reports too have been very large, the gain at Little Rock having been about 26 per cent and the total at Birmingham having been $236,691 compared with $170,193 last year.

Lumber interests here are pleased with the fact that John M. Woods & Co. of Boston have opened yards at Memphis, where their southern purchases of lumber will be concentrated. They have secured a site adjoining the yards of the Dudley Lumber Company in South Memphis and are making arrangements to open at once. D. Nellis, who has been with the firm for some time at Decatur, Ala., is temporarily in charge. John M. Woods, head of the firm, is well known to the trade of this section and is popular with all the members.

Russe & Burgess, Inc., have begun the construction of a railroad six miles in length from a point on the Yazoo & Mississippi Valley Railroad. It will be standard guage, used to reach the timber lands of the firm in that section. It is proposed to bring the timber to Memphis, where it will be manufactured at the big band mill of the firm.

The Scott Manufactuing Company expects to have its plant at Helena, Ark., ready for operation by November 10. The company will engage in the manufacture of material for furniture.

T. J. Turner has purchased a large tract of timber land near Marked Tree, Ark., just west of Memphis, upon which he proposes to establish a sawmill, which will be placed in operation as soon as possible.

Further details regarding the plant of the Poinsett Lumber & Manufacturing Company are to the effect that a contract has been let to H. G. Chester of South Bend, Ind., for the construction of a sawmill and veneer plant to cost $100,000, at Trumann, Ark., and work thereon has already begun. The plant, which will be fully equipped, will employ about 200 men. The company owns large tracts of timber land around Trumann and in Poinsett county.

The Anchor Furniture Company of Pine Bluff, Ark., has been granted a charter. It has a capital stock of $15,000 and will engage in a general furniture business. T. L. Davis and others are the incorporators.

S. A. Conn, manager of the organization resulting from the merging of the interests of Charles P. Taft and George R. Balch in Concordia Parish, La., states that the company will build a $25,000 sawmill on the bank of the Tensas river. The Tensas River & Lumber Company, which is capitalized at $100,000, has already been formed and will look after the operations of this plant.

The Frank Spangler Company, with headquarters at Toledo, O., has opened yards and a branch office here and will conduct a general wholesale business.

H. M. Wheeler of J. W. Wheeler & Co., Madison, Ark., and Memphis, is authority for the statement that his firm has just sold 5,300 acres of timber land in East Carroll Parish, La., to the Elgin Butter Tub Company of Elgin, Ill. There are about 5,000,000 feet of ash on this property and it was because of the preponderance of ash that the sale was made. The new owners intend establishing a stave mill on the property with a view to manufacturing the material for shipment to Elgin. This is the largest timber land transaction put through in this territory for some time. The price was $15 per acre.

The National Lumber & Creosoting Company, with headquarters at Texarkana, Ark., has secured a contract from one of the big trunk lines operating in Arkansas and Texas for $2,000,000 worth of cross ties to be made exclusively of oak. In order to take care of the requirements of this contract the company will establish tie plants at several points in Arkansas, Texas and Louisiana. It is understood that it now has an option on 25,000 acres of timber lands. The purchase will be made with the specific intention of using the white oak thereon for filling this contract.

W. W. Freeze is preparing to erect a hardwood mill with a daily capacity of 25,000 feet near Hutchins Landing, Adams county, Miss. The management proposes to have the [illegible] operation by January 1. It owns about 5,000,000 feet of standing timber.

Edward Wiese and Charles E. Thomas of St. Louis, the principal stockholders of the Belzoni Hardwood Lumber Company, Belzoni, Miss., have begun the erection of a new hardwood mill at that point. It will be of large capacity, up-to-date in every respect and of the band variety. It will be engaged largely in cutting oak and gum. The old mill will be discarded during the coming month and the machinery in that will be installed in the new plant.

Geo. D. Burgess, vice president of Russe & Burgess, Inc., and P. R. Friedel of the Friedel Lumber & Manufacturing Company, are among the lumbermen constituting the delegation which will go from Memphis to the annual convention of the Deep Waterways Association to be held in St. Louis November 25-26, as the representatives of the Merchants' Exchange.

S. B. Anderson of the Anderson-Tully Company has returned from Vicksburg, Miss., where he went to look after the sawmills and box factory of the firm at that point. W. B. Morgan, another member of the company, has just returned from Little Rock and other points in Arkansas.

NASHVILLE

The big plant of the Standard Lumber & Box Company has been sold to J. T. Black by R. and J. S. Young, its former operators. The purchase price was $37,000. The purchaser is a large lumber dealer having hardwood interests in various sections of the South. He was formerly located at Hickory Flat, Miss., but it is said he will remove to Nashville as soon as he makes arrangements to take over the plant.

The Batcherlor-Shook wedding, one of the most brilliant affairs in the social history of the city, occurred at 4 o'clock Saturday afternoon, October 29, at the First Presbyterian Church, the Rev. James I. Vance of Newark, N. J., officiating. About forty out-of-town guests attended the wedding, among whom were many from Saginaw, Mich., the former home of the bridegroom. Following the wedding a reception was given at the home of the bride. The couple immediately following the reception left for New York, from where they took a steamer for an European trip. Mr. Batchelor has been in Nashville only a little more than a year, and has established the big Tennessee Hardwood Flooring Company. He is popular in Nashville, both socially and with the business men. His bride is a fair representative of one of the oldest Southern families and her father is a millionaire.

A special from Tracy City, Tenn., announces that the W. F. Bradley Lumber Company of Zanesville, O., has bought immense holdings in the Cumberland mountains adjacent to Tracy. The company's plant is being moved to the tract from Ohio and besides the manufacture of lumber, wagon spokes, rims, etc., will be manufactured, and later on, tool handles.

A special from McMinnville, Warren county, announces the destruction by fire of the Walling Lumber Company's plant. The origin of the fire is unknown.

Building permits in Nashville for October, 1910, show an increase over those of 1909 as follows: $126,371 for 1910; $102,935.50 for 1909. September, however, showed a slight falling off from the 1909 record.

Douglass & Howell, a hustling new lumber firm, has been added to the membership of the Nashville Lumbermen's Club. Messrs. Douglass and Howell are young Nashvillians, progressive and reliable.

A number of the Nashville lumber firms are subscribing to the Traffic Bureau that is being established by the Nashville Board of Trade. The Bureau proposes to keep a rate expert in charge of the headquarters who will be in touch

with all the Interstate Commerce decisions affecting freight rates. John W. Love of Love, Boyd & Co. is a member of the Board of Trade Committee named to get data regarding the operations and the effectiveness of such rate bureaus in other cities in which they have been maintained. Love, Boyd & Co., John B. Ransom & Co. and the Morford Lumber Company have already subscribed to the bureau. The dues are $50 a year for three years, with the guarantee that the subscriber will give the bureau as much as $100 worth of work a year.

M. F. Greene has been up at Wilder, Tenn., for the past few days, where the Davidson, Hicks & Greene Company has one of its mills.

LOUISVILLE

T. M. Brown of W. P. Brown & Sons Lumber Company, the new president of the Louisville Hardwood Club, expects to announce his standing committees for the coming year in the next few weeks.

D. E. Kline of the Louisville Veneer Mills has been in New York and other eastern cities of late. Harry Kline of that firm reports business considerably improved, but collections unsatisfactory.

"They're a pair of 'white elephants' on our hands," said J. C. Wickliffe, secretary of C. C. Mengel & Bro. Company, referring to two young leopards which came over from Africa with a cargo of mahogany logs. An effort is being made to dispose of them to a circus or zoological garden. The youngsters don't seem to mind their transplanting, and are getting along fine.

The new office building of the Norman Lumber Company is one of the finest of the sort in the country. It is built of pressed brick, with red tile roof. Open fire-places and paneled walls, made of the Norman company's own oak, are features of attraction, while a big brick vault, built into the house, is another advantage. The offices are as roomy and commodious as any to be found anywhere. The stables also are of brick. The quarters of the company are now at Ninth and Magnolia streets.

W. V. Shepardson of the Kentucky Hardwood Flooring Company, who is also manager of the Louisville Planing Mill and the Anderson Veneer & Sawmill Company, was a recent visitor at the Hardwood Club.

Harold Gates of the Louisville Point Lumber Company is on a trip through the East. He has reported that business in that section shows signs of improvement.

The Ford, Ky., mill of the Louisville Point Lumber Company has been closed as the result of the completion of its work in cutting up the available supply of logs. As soon as another log tide rises in the Kentucky river the mill will start up again.

The mahogany sawmill and veneer mill of C. C. Mengel & Bro. Company has been running day and night for the past few weeks. The demand for both lumber and veneers is good.

The new mill of the North Vernon Lumber Company, which was recently set up at Dyersburg, Tenn., is now in operation, and is cutting about 35,000 feet a day.

J. E. Davis of the Edward L. Davis Lumber Company came up last week from Barren county, where he is in charge of the company's sawmills. The Davis mill in Louisville has been running overtime of late. C. M. Sears of the company is now on a trip through the Middle West.

D. C. Harris, traffic manager of C. C. Mengel & Bro. Company, has returned from an expedition through the logging sections of Arkansas and Louisiana.

Work has been begun on the new extension of the Lexington & Eastern Railroad, which will run ninety miles east of Jackson through the lumber district of eastern Kentucky.

The Penn Lumber Company of Georgetown, which has purchased the branch of the Combs Lumber Company of Lexington, in that city, will enter the hardwood business, it is announced. Thomas E. Trimmell will be general manager. It is also announced that the capital stock of the company will be increased.

ST. LOUIS

The National Association of Agricultural Implement & Vehicle Manufacturers held a three-day meeting in St. Louis, Mo., November 1, 2 and 3. One of the chief things done was the merging of the following associations: The National Plow Association, National Wagon Manufacturing Association, National Vehicle Manufacturers' Association and the Cost Educational Association of America. The new association will be known as the National Implement & Vehicle Association of the United States of America. The organization represents the plow, wagon, implement, harvester and binder manufacturers of America, and represents a combined capital of $700,000,000 and a combined annual output of $900,000,000.

Edward D. Metcalf of Auburn, N. Y., former chairman of the Executive Committee of the National Association of Agricultural Implement & Vehicle Manufacturers, was elected president and W. J. Evans, Chicago, former secretary of the old association, was elected secretary. Mr. Evans was also made general manager of the new organization. He will rank with the president and will be the executive head.

Frank C. Johnson of Springfield, Ohio, was made chairman of the new Executive Committee. Vice-presidents were elected as follows: W. A. Taylor, La Porte, Ind.; William Louden, Fairfield, Ia.; S. M. Nomes, Louisville, Ky.; E. P. Curtis, Worcester, Mass.; B. T. Skinner, Battle Creek, Mich.; A. T. Stevens, St. Louis; Richard Graves, Dayton, O.; R. S. Buch, Elizabethtown, Pa.; J. S. Baker, Evansville, Wis.; Fred H. Bateman, Grenloch, N. J.; Judson Buchanan, Chattanooga, Tenn., and G. B. Demster, Beatrice, Neb. The new organization will meet in Chicago next year.

The total number of permits issued in October was 948, according to the report, and aggregated $1,185,791. The most costly building to be erected for which a permit was taken out is the freight house of the Missouri, Kansas & Texas Railroad Company. It will cost $100,000.

According to A. H. Bush, secretary of the Lumbermen's Exchange of St. Louis, the lumber inspected and measured by the exchange during the month of October was as follows:

	Feet.
Yellow pine	12,989
Oak	253,834
Quartered oak	113,259
Ash	119,107
Gum	76,190
Maple	23,849
Hickory	2,569
Elm	47,423
Locust	171
Hackberry	248
Coffee nut	76
Cypress	42,415
Total	692,129

The Lumbermen's Club of St. Louis scored the prohibition amendment as a menace to all interests in Missouri, at a meeting held recently. The club members pledged themselves to work for the defeat of the amendment which will be voted on at the election to be held in the state, November 8.

A recent visitor in St. Louis and a leader in the hardwood trade, was Gus Landeck of Milwaukee, Wis., who passed through the city on the way to the hardwood mills in Arkansas.

The Chas. F. Luehrmann Hardwood Lumber Company reports a fair amount of business. All the hardwood items are in about the same demand.

The Cotton Belt road has recently made a $2,000,000 contract with the National Lumber & Creosoting Company of Texarkana for creosoted railroad ties. It is one of the largest tie contracts made in recent years. The ties are to be chiefly of white oak and several modern tie machine plants will be installed in the district from which the timber is to be taken.

NEW ORLEANS

President C. H. Ellis of the New Orleans Board of Trade has invited the American Lumber Trade Congress to hold its next convention in New Orleans. John A. Bruce, Strader, La., president; Geo. E. Merrill, Salt Lake City, Utah, vice-president, and other officials of the lumber organization are in favor of holding the next session here.

The Orleans Manufacturing Company, Newton E. Schirer, general manager, will erect a five story reinforced concrete coffin factory, 238x122 feet.

The Port Barre Lumber Company's big hardwood mill at Port Barre, La., closed down on the night of November 3, 1910, after being placed in the hands of the Interstate Trust & Banking Company of New Orleans, as received This mill was running five band saws, cutting approximately 70,000 feet of lumber per season. It is expected that operations will be resumed in ninety days at the longest.

The hardwood mill of William Drews, Jr., at Denham Springs, La., has been closed for a period of several weeks. The company is preparing to extend its logging road in another direction, in order to get into a tract of first-class hardwood timber.

MILWAUKEE

R. S. Kellogg of Wausau, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, has sent out circular letters urging the members to attend the hearing of the State Railroad Commission at Madison on November 9. At this time evidence will be submitted to prove whether or not the railways of the state are promptly disposing of claims, and whether the railroad companies, through their agents, are deciding claims for overcharges of freight equitably to the railroads and the shippers over their lines.

The Wachsmuth Lumber Company has closed its mill at Bayfield, Wis., after a season's cut of 20,000,000 feet. The mill was closed because no more logs were obtainable at the present time. Several camps have already been set out by this company in preparation for the winter's logging operations.

The J. S. Stearns Lumber Company has completed its operation at the Red Cliff mill of the Red Cliff Lumber Company and will now confine its operations to its own mill at Washburn, Wis.

The Wisconsin railroad commission has ordered the Chicago, St. Paul, Minneapolis & Omaha and the Minneapolis, St. Paul & Sault Ste. Marie roads to reduce their rate on lumber shipped between Solon Springs and Superior from 4¾ to 3½ cents per hundred weight.

Plans have been completed for the new plant to be erected at Neenah, Wis., by the Hardwood Products Company, recently organized. Excavations for the foundation, which will be of concrete, have already been commenced. The plans show a main factory building three stories high, a two-story power plant, two dry kilns and a two-story warehouse building. All of the buildings will be constructed of brick.

The Boyd Lumber & Improvement Company, Boyd, Wis., has been incorporated with a capital stock of $100,000. A plant with a capacity of at least 6,000,000 feet annually will be erected.

The Racine Stool Manufacturing Company, Racine, Wis., has commenced the erection of a new brick dry kiln which will hold 50,000 feet of lumber. A new sprinkler system is being installed in the company's plant.

Preparations are being made by the Diamond Dowel Company of Tomahawk, Wis., for opening its plant in the buildings formerly occupied by the Tomahawk Woodenware Company.

Articles of incorporation have been filed by the Sawyer Lumber Company of Marinette, Wis. The company is capitalized at $40,000, with R. F. Goodman, R. B. Goodman and C. A. Goodman as the incorporators.

The firm of Lotz & Gorman of Wausau, Wis., has purchased two tracts of land of 160 acres each in Marathon county from Jacob Gensman. That part of the land in Flieth township consists of hemlock and will be cut this winter while the remainder in the town of Texas comprises pine, basswood, hardwood and hemlock and will not be cut for two years.

The Sawyer-Goodman Company has installed a new Prescott band mill in its No. 2 plant at Marinette, Wis. The old mill was operated almost continuously for twenty-seven years.

Contracts have been awarded by the Wright Lumber Company for the erection of a new sawmill at Merrill, Wis., to replace the one recently destroyed by fire. The new structure will be 42x162 feet in dimension. It will have a standard band saw and re-saw.

The city of Oconto, Wis., has voted a bond issue of $25,000 to be used in connection with a government appropriation of $75,000 for building a sixteen-foot harbor and turning basin for the city. Shipping facilities of the lumbering concerns of the city will be greatly increased as a result of this improvement.

At a recent meeting of the creditors of the defunct Two Rivers (Wis.) Woodenware Company, held in Milwaukee, an offer of 20 per cent for the assets was accepted and the Milwaukee Trust Company, trustee, was discharged. The offer was made by John Conant, president and manager of the Conant Manufacturing Company, South Milwaukee, manufacturer of woodenware and veneers. Mr. Conant agrees to pay for the cost of administrating the estate and assumes all mortgages. Mr. Conant will manage the affairs of his new plant from his office in South Milwaukee.

MINNEAPOLIS

The annual meeting of the Northwestern Hardwood Lumbermen's Association will be held in Minneapolis December 6. Plans for the meeting and the dinner to follow are being made.

The Nolan Brothers Hardwood Company of Memphis, Tenn., will open a distributing yard at Minnesota Transfer, and a branch sales office in Minneapolis. The site has been acquired and it is planned to carry a stock of 1,000,000 feet of hardwood lumber in the yard with facilities for prompt delivery. John Burmeister of Minneapolis has bought an interest in the company, which will also handle the output of the Red Star Lumber Company, controlled by Mr. Burmeister, with mills and a large tract of timber at Mayna, La. Mr. Burmeister becomes secretary and treasurer; L. C. Nolan, president, and E. H. Nolan, vice-president. E. H. Nolan and Mr. Burmeister will have charge of the northwestern end of the business. The yard here will make a specialty of wagon stock, but will carry a general line of hardwood for the wholesale trade.

L. C. Nolan of the Nolan Brothers Hardwood Company was here a few days ago calling on customers. He reported business very quiet.

Philip R. Hamilton of the Minneapolis Lumber Company and the Ruby Lumber Company, Ruby, Wis., is a candidate for the state legislature in the north Minneapolis district, on the prohibition ticket. Mr. Hamilton has never been active in politics, but is well known and very popular in the district, where he has lived since 1884.

The Minneapolis building movement has held up better than expected, and October permits totaled $1,177,275, compared with $1,035,835 last year. The total for the ten months of this year is $12,988,735, compared with $11,140,800 for the same time last year.

William Crawford Bailey, the veteran hardwood lumber dealer of the Northwest, died October 23 at St. Barnabas hospital, this city. Mr. Bailey was seventy-four years old, a native of Milford, Maine. In 1864 he went into logging operations in Maine and was active in the pine woods for sixteen years. In 1880 he came to Minneapolis and in the next year he began dealing in hardwood lumber, in which he specialized from that time until his death. He is survived by his wife, one son and three daughters.

SAGINAW VALLEY

The H. M. Loud's Sons Company, operating at AuSable, recently shipped a cargo of 200,000 feet of log run maple to a Georgian Bay Ont., port, and a cargo of special hardwood timbers to be used in the construction of a breakwater at a Lake Superior port.

October was a fairly good month in the hardwood trade and all the operators heard from state that the volume of business was better than for the same month last year. Some firms feel that prices for some commodities are not as good as could be hoped for, but on the whole very little dissatisfaction is expressed.

The flooring trade is apparently active, since all of the plants in the valley are running full time and have orders booked to keep stock moving. W. D. Young & Co. at Bay City have had a busy and successful season and are moving out a large quantity of manufactured stock. The Hanson-Ward flooring plant, which was completed last spring, has been operated steadily and is doing a satisfactory business. Knapp & Scott, operating a sawmill at Bay City, have cut out a lot of hardwood stock for the Hanson-Ward people. Ross & Wentworth are having several million feet of hardwood manufactured at Bay City plants, besides hemlock, and prospects look good for the winter.

At Saginaw the S. L. Eastman Flooring Company has handled the usual amount of stock, which aggregates about 12,000,000 feet for the year. The company recently erected a new warehouse. S. L. Eastman, head of the concern, just returned from a visit to the Pacific coast. He is also principal stockholder in the Robinson Lumber Company, operating a band sawmill at Goodar, Ogemaw county, cutting 50,000 feet of lumber a day. The company also operates a logging road, and last spring increased its timber holdings by the purchase of 10,000,000 feet of standing timber from the Prescott Lumber Company, located near Rose City. This timber will be cut and manufactured at the Goodar mill. A large portion of the maple cut at the mill will go by rail to the flooring plant at Saginaw.

The Strable Manufacturing Company at Saginaw, a flooring plant in which J. T. Wylie and H. A. Batchelor are heavy stockholders, is doing a good business this season. The two gentlemen named are heavy stockholders in the Batchelor Timber Company, operating a sawmill of 10,000,000 feet capacity at West Branch; the Wylie & Buell Lumber Company, owning large bodies of timber in the upper portion of the lower peninsula, and also J. T. Wylie & Co., operating hoop, stave and heading plants, at Saginaw, Gaylord and Boyne Falls.

At Grayling the Kerry & Hanson flooring plant is having a busy run, the product being moved by rail through the valley.

The Kneeland-Bigelow Company of Bay City has been offered $100 a thousand feet for about 25,000 to 28,000 feet of birdseye maple logs delivered on cars at the shipping point in Montmorency county. This firm also has about 1,000,000 feet of basswood lumber at its Bay City plant.

DETROIT

October building in Detroit, while not equal[illegible] month a year ago, showed an increase in the number of buildings. Permits were taken out for the construction of 424 new buildings, 20 more than in October, 1909. A big increase in the better class of dwellings, in which hardwood finish is used throughout, is noted.

The Lumber Bowling League, composed of eight teams representing prominent local dealers, is now in full swing. The team representing E. W. Leech, the large hardwood dealer, which last year had many mishaps and finished absolutely last, has a better showing this season, and last week surprised everyone by grabbing three straight games. The teams now line up in the following order: W. A. C. Miller Company, W. H. Harding Lumber Company, Chas. W. Kotcher, Michigan Lumber Yard, Inc., Restrick Lumber Company, Ternes Lumber & Coal Company, E. W. Leech and the Gratiot Lumber & Coal Company.

A shortage in railroad cars has affected the business of local hardwood dealers to a considerable extent. Many shipments have been held up.

A strong demand for white ash for use in automobiles is reported by E. W. Leech. This wood has been found by motor car manufacturers to be just what is needed for the manufacture of running boards and the Packard and Cadillac plants are using large quantities of it. Other dealers also report a big increase in the demand for this wood.

A decrease in the consumption of stock is reported by Thomas Forman of the Thos. Forman Company. Mr. Forman said, however, that general conditions are good, and indications all point to excellent business.

Williard T. Hubbard and Mr. Goodyear, hardwood dealers of Toledo, O., were in Detroit on business last week.

The Dwight Lumber Company is running to its full capacity and its mills are turning out large quantities of the Dwight brand of hardwood interior finish. The demand for its special thin hardwood flooring is increasing steadily.

GRAND RAPIDS

L. L. Skillman of the Skillman Lumber Company is at work again after a severe siege of typhoid fever.

W. R. Smith of the Stearns Company has gone East on a short business trip.

The Valley City Lumber Company has changed its location in the Michigan Trust building, the offices now being located on the fifth floor.

C. S. Travis of J. W. Travis & Son returned November 7 from a business trip South. The company has timber interests in Virginia and North Carolina.

A stock company is being formed to build an $80,000 furniture exposition building on Ionia, Division and Lyon streets, north of the new postoffice. It will be built by outside manufacturers along lines followed in the erection of the Manufacturers' building.

H. J. Dudley of the Dudley Lumber Company left for New York November 7 and will meet his wife there, who is returning from a visit in London.

The basket factory at Lawton, recently destroyed by fire, will be replaced by a cement block structure, 40x100 feet, one story.

Reports appearing in Cadillac and Grand Rapids papers recently that one of the mills of the Dennis Brothers Salt & Lumber Company had been badly damaged by the bursting of a cylinder head were not true. A. L. Dennis was there at the time the accident is alleged to have happened and states that the plant is operating as usual.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

Local lumbermen look upon the condition of trade during the last two weeks as encouraging. Numerous firms report that the month of October not only showed an improvement over the preceding month but likewise proved itself to be better than that month for several years as far as lumber is concerned. While the general trade is still exceedingly spotty in character orders are becoming more numerous as well as more substantial in volume. Payments from most quarters are being made promptly with very little paper in evidence. There does not seem to be any unusual abundance of stock on hand, and consequently prices have held satisfactorily firm.

Furniture manufacturers are beginning to evince a growing interest in business, although in some cases buyers for the furniture trade have announced that it is their intention to hold off until after the first of the year. Still this is not true of a majority of the houses, and it seems reasonably sure to expect a growing trade from this source of consumption. The box manufacturers are still lukewarm in their purchases and some of them announce that they have not yet filled orders for the so-called holiday trade, an unusual occurrence with the box making industry. Nevertheless they are buying more lumber now than they have for some time. The handlers of railway material, such as ties and car stock, voice a more optimistic sentiment than they have for a considerable period. The usual car shortage has effectually prevented a continuance of the retrenchment policy of the railroads, who are not only placing orders for locomotives but are also buying cars as well as making improvements on old rolling stock. In addition they are coming to realize that further neglect of roadbeds will be disastrous, and as a consequence there has been a slight stimulus to the tie market. Several Chicago firms have recently placed large orders for ties.

The strongest lines on the market at present are as usual oak, gum and the better grades of poplar and birch, while maple still has a strong demand. Plain red oak is as usual a scarce article and commands the same high range of prices, though quartered white oak is somewhat weaker, and will undoubtedly continue so until the excessive cut has sufficiently diminished and until prices are again on a basis where the wood can be purchased by the ordinary line of consumers. Red gum continues its triumphant march and is a satisfactory and sure seller, while the flooring manufacturers are taking all the good maple they can get hold of, and are manufacturing as well considerable quantities of birch into the same products.

Hickory and ash are unusually poor sellers, as both the wagon and implement manufacturers of all kinds are slow in purchases. They evidently are not turning out stock as rapidly as they would wish and are stalling on orders in all quarters.

The building trade offers a bright outlook and it is a fact that the manufacturers of interior finish and the sash, door and blind houses are at present about the best customers that the local trade has. The building department of Chicago during the past month granted permits for the erection of structures the aggregate value of which will be about $8,000,000. This means that no little quantity of lumber will be consumed.

NEW YORK

The local hardwood market shows good-grade lumber continuing firm on fair sales. Low-grade stock is moving fairly well, but being more plentiful is subject to considerable competition. There seems to be a greater tendency on the part of shippers to force sales, and this tends to make prices unsteady. The better grades of grade lumber, plain quartered oak, ash, birch and chestnut are moving freely. Offerings, with the exception of birch, are ample for current wants, but birch is in a strong position and some of the biggest shippers, by reason of the increased demand, are shipping greener stock than ever before. Maple is firm and indications point to a scarcity of good stock in the near future.

Generally the hardwood market shows a fair amount of consumption. With the exception of good-grade lumber supplies are ample for all current needs. Therefore the stability of the market depends largely upon the attitude of sellers toward existing conditions.

BUFFALO

A fair movement continues in hardwoods and dealers talk a little more cheerfully of the outlook. The favorable weather has encouraged them somewhat, as it has helped to stimulate operations in the building line, which are up to or better than the average for this season. New stocks are being added to the yards and the concerns which have mills in the South are reporting operations as active. October with most of the lumbermen made a good showing, usually better than for the same month last year.

Oak and chestnut are the leading sellers, the former in both plain and quartered. Chestnut prices are somewhat firmer. There is a good demand for the better grades of poplar. Birch continues scarce and maple is also not very plentiful. There is little demand for white and black ash, though dealers have a fair stock of the latter. The better grades of walnut are scarce, and the inquiry for walnut as well as cherry is small. Walnut is selling better in the East than here and there is some export demand. Cypress has been moving rather slowly.

BALTIMORE

The past two weeks have brought no decided change in conditions that have prevailed for some time in the hardwood trade. Some favorable indications have developed within this period, but they have not appreciably affected the situation in so far as the supply and demand are concerned. Information is at hand that the trade requirements are on the increase, but the general state of the business does not show any marked effect as yet. However, the feeling among business men generally is assuredly better and confidence is decidedly on the increase. The stock market has improved, and the improvement is reflected in numerous other lines. Lumbermen seem to be entering a season of larger needs and of greater confidence in the future, when orders are placed liberally and business takes on a more active aspect.

An appreciable improvement has taken place in the low grades of oak and poplar, both of which are moving with more snap than for a long time. Prices have not yet advanced, but it is a gain over previous conditions to dispose of stocks which had accumulated until they became a rather troublesome problem. Common chestnut is less in demand than perhaps any other wood, and stocks are piling up. Prices are so low that the manufacturer cannot get even cost of production in many instances. Other grades, however, are in fair demand, with prices about holding their own. The export business is looking up. Interest in stocks appears to be on the increase, judging from the more numerous inquiries. The information from abroad is that supplies are reduced, causing buyers to become solicitous as to future shipments, and the general tone of the hardwood market abroad is firmer. There is also less insistence upon vexatious conditions, and the evils complained of in the foreign business are gradually righting themselves.

PITTSBURG

There has been a steady but not large gain in hardwood buying here the past month. Dry hardwood in the upper grades is getting scarcer every day. The tendency is toward higher prices and buyers are beginning to get anxious about shipments. The car shortage on the southern lines, most of it in West Virginia and Kentucky, has cut off shipments from those points so that mills are behind on their orders. There is no accumulation of stock at the good hardwood mills, except in the lower grades, and even this lumber is in smaller stock now than a month ago. Mining companies are taking more mixed hardwood. The market for ties and poles is better than it has been for months. Bill stuff is moving a little better to the local yards and building operations, owing to the good weather, have held up in a way that makes it easier to approach retail lumbermen for sales. The situation, barring politics and the uncertainty about the course of the big railroad corporations pending their freight rate adjustments, is encouraging all around.

CLEVELAND

Local hardwood dealers are satisfied with the trend of business for this season of the year. The building industry is still active and there are orders of size coming from the vehicle, furniture and other factories which use quantities of hardwoods. There is a much better tone in the automobile industry and it is expected that there will soon be a keen demand for wide poplar boards for auto bodies.

Poplar and common oak vie with each other in popularity, although the call for quartered oak is also very strong. Chestnut of good quality is in better demand than for some time. Dealers in cabinet woods say that the market for mahogany is in fair shape. A good call is noted for Circassian walnut and other fine imported woods.

COLUMBUS

Improvement in every department of the hardwood trade in central Ohio is reported by manufacturers and wholesalers. The general tone of the market is excellent and all lumbermen unite in the belief that the trade will continue good for the remainder of the year. One of the best features of the trade is the better collections which are reported from every section. Collections have been somewhat slow for a time, but recently a great improvement is noted.

Building operations are continuing active, due to the favorable weather which has prevailed in this district for weeks. This has the effect of making a better market for a number of hardwoods and since many buildings are projected operations will continue a greater part of the winter. Stocks in the hands of the dealer are generally small, indicating that buying from that source will soon be more liberal. Manufacturing establishments are requiring larger stocks. This is especially true of furniture factories and plants making vehicles and implements. Automobile factories are also in the market for a larger amount of stock, which is bulling the market in wide sizes of poplar.

Quartered oak is in good demand and prices at

the Ohio river range from $80 up. Plain oak is also in active demand. An active call is noted for poplar, the wide sizes being quoted as high as $140. Chestnut is in better demand and the volume of business is satisfactory. Ash is still weak, although there is an increase in orders.

INSURANCE COST

As a lumberman you carefully analyze the cost of your stumpage, manufacture and sales, but your insurance is usually bunched with "general expense."

We can convince you that fire insurance is worthy of even more careful analysis and attention than any other feature of your business.

We can also convince you that our form of insurance is the safe, logical and economical one.

Will you give us an opportunity to prove our claims?

Manufacturing Woodworkers Underwriters

LEE BLAKEMORE & COMPANY

Rector Building CHICAGO

BLUESTONE LAND & LUMBER CO.

White Pine, Oak, Poplar, Chestnut and Hemlock Lumber

WHITE PINE AND OAK TIMBERS ON SHORT NOTICE

RAILROAD TIES

We own our own stumpage and operate our own mill.

Mill: GARDNER, W. VA.

Sales Office: RIDGWAY, PA.

Greenbrier Lumber Co.

Manufacturers

White Pine, Hemlock and Hardwoods, from our own lands.

Pine and Oak our specialty

NEOLA, W. VA.

CINCINNATI

Owing to the unsettled and disquieting influences which are now prevailing in the hardwood market, it is strange that consumers and manufacturers do not take advantage of the conditions and buy hardwoods now, while the prices are as low as they can possibly get, and leave any chance of profit for handling and marketing. It is a notable fact that the stocks on hand in the yards of the consumers are at the lowest ebb, and yet there is no effort being made by the consumers, with the exception of a few instances to stock up to advantage, while the market is inactive and when concessions are willingly made by the lumbermen in order to make sales. On no sides can reasons be heard for the prevailing conditions. A look at the figures furnished by the Car Service Bureau shows that the receipts and shipments at this point are normal—that is, they compare favorably with the average receipts and shipments of the so-called good years 1905 and 1906. With but few exceptions the concerns doing business in this market are complaining of the slowness of trade. The exporters are doing very little buying and the stocks selected for their purposes are steadily increasing in volume, especially is this true of American walnut. Cherry is also in good supply and the stocks are said to be of excellent quality. Oak and red gum in the hands of concerns that cater to the export trade are in sufficient quantities to meet the most exacting demands that may arise. Collections are very slow.

Car shortage is being discussed, without reference to the dullness of the markets. Information from points on the roads of non-competitive lines are to the effect that long waits are necessary before cars are placed for loading. The railroads have had orders out for more than a month, to forward all box cars in good condition to various railroad centers in the West, to be in readiness to move the heavy grain crops to the selling points. This has caused a scarcity of box cars, which hardwood men demand for the shipment of lumber. In the event of an active buying season opening up, lumbermen would be seriously handicapped. In speaking of this matter a well-known lumberman said that it would be well to look into the matter right now, so that when a car shortage does occur there may be devised a method for circumventing it and making prompt shipments to customers.

TOLEDO

There appears to be a fair supply of hardwoods for all purposes at this time. Dealers have bought very liberally and stocks have been kept up to a high standard of working efficiency. There are very few shortages, the only scarcity being in a few of the higher grades. Half inch bevel poplar siding is in splendid demand and dealers have found some trouble in supplying the wants of their customers. Prices naturally have held very firm in this material. Wide poplar boards are still considerably below last spring's quotations but the demand has been on the increase and the market has shown a tendency towards strength. Oak has perhaps been a leader and in some quarters a slight shortage is reported. Oak flooring is moving readily, the call being largely for 5-16 and ⅜ inch veneer. There has been a fair demand for patterns in oak floors recently. Hickory and ash are moving in fair volume, bending concerns and vehicle plants being in the market for considerable of this material at good figures. Furniture factories have been unusually

Hickory is in good demand. There [illegible] good call for walnut and other [illegible] that character. Basswood [illegible] from

[illegible] and have [illegible] quantities of oak, chestnut, ash, cherry and even some elm. A car shortage recently delayed shipments, especially of southern hardwoods. Railway equipment is all in use and gradual tightening up in cars is noticeable. Box materials of all kinds are plentiful and prices are somewhat varied. Receipts have been normal and orders for hardwoods have been placed in fair volume. There is a manifest intention upon the part of dealers to maintain complete stocks in anticipation of heavy spring trade.

INDIANAPOLIS

The local hardwood market has [illegible] during the last two months, the situation being attributed to the pre-election inactivity that usually prevails during political campaigns. There are some inquiries, but few sales and no large contracts are reported. Prices are unchanged, remaining steady. It is believed the middle of the month will see some improvement as the automobile factories are just starting on their new season and the vehicle plants report considerable business ahead. Furniture factories are active, but seem fairly well stocked on raw material.

EVANSVILLE

The local hardwood lumber market is fairly active now, all the local mills being operated on full time. Manufacturers say they are getting all the logs they need, as the weather this fall has been ideal for logging. A fair amount of orders are coming in and inquiries are more numerous. There is no surplus of stock, many manufacturers having less on hand than at any time this year. The furniture industry is in a good condition. As a rule prices remain much the same. However, a little shading is being reported in some quarters. Buyers are showing little disposition to load up even at reduced prices, so there is little need for reduction.

MEMPHIS

The demand for hardwood lumber recently has shown a tendency toward improvement. There is an increasing firmness among sellers, which, it is believed, will lead to a greater uniformity in selling prices if not actually to higher values. The foreign demand is fairly active and domestic business is expanding somewhat. The production of hardwood lumber is going forward steadily and there is no disposition among manufacturers to curtail their output.

A feature recently has been the demand for ash. This wood sold slowly for some time, owing to unfavorable developments in the automobile industry, but holders now report not only more inquiry but more business doing. Upper grades are scarce and dimension stock appears to be wanted in fair quantities. There is not much doing in the lower grades. A better demand is reported for firsts and seconds and shops cypress, the latter being in more request than selects. Plain oak is firmer than quartered; the demand is considered proportionately better, and prices are well maintained. Red gum continues firm while increasing activity is reported in sap. There is more doing in the lower grades of both cottonwood and gum and prices are showing a slight tendency toward advancement. This improvement is attributable to the better conditions prevailing in the wooden box industry, which is in more satisfactory shape than for a long while. The increasing demand for low-grade cottonwood and gum has disclosed the fact that offerings are lighter than generally supposed.

NASHVILLE

Local lumbermen are sanguine over the outlook for the remainder of the fall business. From all sources comes the information that much improvement has been shown during the past week or ten days.

Much activity is noted just at this time in the hickory market. The wagon people have come into the market and have gone after two-inch stuff in a lively manner. Up to this time this wood has been rather dull. The vehicle manufacturers are showing activity and are after wood to last them through the winter. The demand for all grades quartered oak, both white and red, is good and promises to be better during the next sixty days. Dealers are expecting a return of the oldtime activity in this wood. Plain red oak has shown an improvement. Ash, beech and chestnut are in fair demand. While business is good with the flooring interests, the demand from the East is not as stiff as during the warmer months. A good deal of building is in progress and there is an active retail trade, locally.

LOUISVILLE

While the demand for hardwoods is not showing marked activity, there is a satisfactory volume of business being handled, and shipments for October, 1910, showed a healthy increase over October, 1909, and last month. No consumers of note are buying stocks of any size, but are ordering almost entirely for immediate consumption. While some items on the stock list have shown weakness of late, the trend of prices as a whole is along present levels, and no decided declines are looked for. Quartered oak and poplar have been somewhat weaker than usual, but plain oak remains in good demand. Cottonwood is selling well for consumption by the box factories. Gum also is in fair demand. Mahogany is showing improvement, and veneers are also selling in larger volume.

ST. LOUIS

There has been a noticeable betterment in the local hardwood trade, although buying is erratic. Prices are not affected any by the betterment in the demand. The items most in demand in this market are plain oak and red gum in the better grades. The demand for poplar and ash is fair. Cottonwood, maple and hickory also find a sale. The cypress demand continues to be good. Both red and yellow cypress are in seasonable demand. Selects are mostly wanted. What buying is done is for immediate use. Most of the orders coming in are for immediate shipment. Prices are more steady than they have been for some time.

MILWAUKEE

Considerable improvement has taken place in the local hardwood trade during the past fortnight. While the demand from the building source is very little stronger, business in other lines is more brisk. The furniture factories are placing larger orders and the box manufacturers are buying more readily. The fact that box people are in the market for more lumber seems to have done much to brighten up things in lower grade stocks. Retailers about the state seem to realize that now is a good time to stock up and wholesalers report a better business from this source.

Stocks at the northern mills are reported to be large in most lines. Birch stocks are decidedly low at the local market and prices are naturally holding strong. Prices in plain oak are being well maintained and predictions are being made that advances may be expected in white quarter-sawed. Basswood is a little stronger as a result of more activity with the box manufacturers. Maple is in lively demand and maple flooring manufacturers seem to be especially busy.

NEW ORLEANS

Owing to the high ocean rates, the export trade is anxious, and awaiting developments. It will be some time before the European markets are strong enough to overcome the increased cost of delivery there. In the Central and South American trade, scarcity of tonnage and high charters also limit the market, and at present there is a considerable falling off from the large volume of shipments earlier in the year.

The stave situation is unchanged, and while shipments are going forward, it is not in excess of what it should be this season, and the volume of trading is only fair.

The season for hardwood logs is not yet at hand. It is thought, however, that business in this line should brighten up somewhat in the next thirty days.

MINNEAPOLIS

Factories in the Twin Cities are light buyers at this time, and seem to be holding off for more attractive prices. The situation both as to oak and northern hardwoods is firm, however, and those who hold stocks of birch and maple in the upper grades are not going to let them go lightly. There is a decided scarcity and though quotations may be considered high now, they are sure to go still higher before spring. Basswood is in somewhat better demand and seems firmer in price, except culls, which are still weak, and not much in demand.

The yard trade is quiet and calls for only an occasional mixed car. Such orders of course command top prices. Wagon stock is a leading feature and shipments of flooring have been quite heavy.

Oak is ruling somewhat stronger in consequence of advices from the South, the northern supplies being too small to affect the market to any extent. Plain oak has been in fairly good call, but orders are beginning to fall off.

SAGINAW VALLEY

Dealers and manufacturers report a steady improvement in the local trade. Prices rule steady and the only item in the list that is not active is basswood, considerable quantities of that commodity having accumulated in the hands of manufacturers. There is a good movement in special orders for timbers for bridge building and structural work. Thick maple is strong but there is not enough of it to supply the trade. There is a light supply of birch available at firm prices. There has been a good movement in beech and elm, while ash stocks are limited. Some oak is being shipped out.

There is considerable less stock in the hands of manufacturers ready to be shipped than there was a year ago, and the outlook for the winter in regarded as good.

DETROIT

The local hardwood market has been somewhat unsettled during the past two weeks but indications point to a speedy return to normal conditions. Trade has been quiet in some lines, but prices have held remarkably firm. The feature of the market seems to be the strong increase in the demand for white ash, which is now being used extensively by automobile manufacturers for running boards for their machines. The best grades of oak and maple are in demand, while poplar shows strength. Collections are poor and harder to get than ever before.

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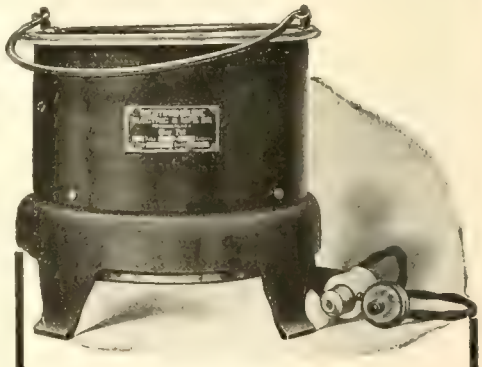


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Second-growth hickory and ash lumber; 1sts and 2ds beech, maple and chestnut lumber, coffin oak; oak, gum and maple logs. Address "EXPORTER," care HARDWOOD RECORD.

MANUFACTURER WANTED.

An old-established eastern wholesale firm desires to connect with a large, good manufacturer who can deliver the goods. Hardwoods preferred. Address "B.," care HARDWOOD RECORD.

WANTED

to purchase 100,000' of hardwood lumber to be sawed and stacked this winter ready for shipment. P. O. BOX E, Windsor Locks, Conn.

"that's our business"

DISPOSAL REJECTED CARS IN CHICAGO

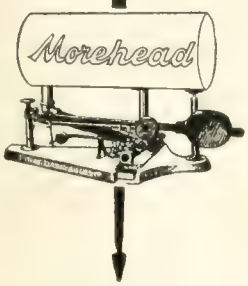
We are the largest Chicago Teaming firm making a business of LUMBER HAULING, and can give your interests better attention than jobbers or dealers. We inspect and dispose of carloads left in hands of factory trade.

REFERENCES:—Monroe National Bank, Western Trust and Savings Co., and Lumber Users in Chicago

TOWNES EMERGENCY EXPRESS, Inc., First National Bank Bldg., Chicago

"that's our business"

25 Per Cent Fuel Saving



A guaranteed investment with guaranteed results.

DO you, as a steam user, appreciate the full significance of the above phrase? Do you realize that you can put your steam plant into a condition that will effect such a large saving in fuel?

A—— MOREHEAD STEAM TRAP

installation, will accomplish results far beyond your highest expectations.

Furthermore, you may have the privilege of proving to your own satisfaction, the truth of our claims — at our expense. Write for our trial offer proposition, and ask for "Trap Book."

MOREHEAD MANUFACTURING CO.
Dept. 8, DETROIT, MICH.



Looking into the Upper Runway of a Jeffrey Wire Rope Conveyer Equipment.

We insure satisfaction in handling Saw Mill materials and our equipments are rapidly replacing old methods of handling Lumber, Logs, Refuse, Etc.

Drop us a card for catalog H F 57.

THE JEFFREY MFG. CO.
COLUMBUS OHIO

WANTED.

One car white cedar lath ½"x2½"x18".
One car hard maple, 6"x6"x6' to 14'.
H. MOFFITT, Milan, Mich.

WANTED—ALL OR PART

500 M ft. 4-4 No. 1, also No. 2 Com. Gum.
300 M ft. 5-4 No. 1, also No. 2 Com. Gum.
100 M ft. 4-4 Boxboard and Panel Gum.
200 M ft. 4-4 and 5-4 No. 2 cottonwood.
500 M ft. Yellow Pine Pole Stock.
BROWN-McREYNOLDS LBR. CO., Chicago, Ill.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.
HERBERT C. TURNER & CO.,
1 Madison Ave., New York.

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.
CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

DIMENSION STOCK WANTED

WE WANT TO CONTRACT

with mills that are equipped for sawing small dimension stock, to saw dogwood billets, 12½ to 13½x1¾x1⅛ and 12½ to 14½x1 9-16 and up to 2" square. We want to buy half a million and will inspect them at loading point. Address "BOX 112," care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

DIMENSION STOCK.

Cut from dry oak 2" thick and less, 3" to 12" wide. Prompt shipments.
WILLIAM SPENCER, America, Okla.

LOGS FOR SALE

FOR SALE.

Quantity small lignum vitae logs.
DIECKMANN HARDWOOD CO.,
San Francisco, Cal.

BUSINESS OPPORTUNITIES

FOR SALE—FURNITURE FACTORY.

As a whole or in individual machines. In first-class running order. Located fourteen miles from Indianapolis on Pennsylvania [illegible] town of 1,500 inhabitants at the [illegible] sash ever offered and [illegible] Address [illegible] HARDWOOD R[illegible]

FOR SALE.

[illegible] or rough lumber, dimension stock, flooring, etc., situated in heart of hardwood district, 200 miles south of Cincinnati. Will sacrifice for half of actual cost. Exceptional opportunity. Address "BOX 111," [illegible] HARDWOOD R[illegible]

TO LEASE.

An up-to-date bending plant now in full operation for one year. All modern equipment, excellent location and shipping facilities. Principals only need apply. Address
"BOX N.," care HARDWOOD RECORD.

FOR SALE.

Planing mill and lumber yard in a good southern city of 4,000; Junction two railroads; good schools; fine climate; two-story mill, with complete machinery, large lumber sheds, cement block making plant, blacksmith shop and six-room dwelling, one and one-half acres land. Everything in fine order and business prosperous. Good reason for selling. Big bargain for little money. CHAS. R. KAPPES,
204 Dearborn St., Chicago.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation is not possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



"ATKINS SILVER STEEL SAWS"



"Atkins Saw Dust"



This is Mr. Carnish

Bunkie, La., Sept. 16, 1910.

E. C. Atkins & Co.

I am sending you some of my wooden shoe strings.

They were picked up in front of a Silver Steel Perfection Cross-Cut Saw after having cut 17,000 feet of Cypress.

If you want to know anything about me, write to the Avoylles Cypress Company of Cottonport, Louisiana.

Yours truly,

W. J. Carnish

ATKINS ALWAYS AHEAD

Now, honestly, don't you think that it would be wise for you to try these Saws? It's so easy to try them. Just a line to the nearest address below. Say, *"We'll try your Saws."* That's all. We'll do the rest. Why not now—while you think of it.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People. **Home Office and Factory, Indianapolis**

BRANCHES:—Atlanta Chicago Memphis Minneapolis New Orleans New York City Portland San Francisco Seattle Canadian Factory:—Hamilton, Ont.

WE CAN
DOUBLE
THE CAPACITY
OF YOUR
DRY KILN.

LOST!

THREE TONS OF COAL A WEEK

A Dry Kiln built of wood, brick or concrete has billions of small outlets—pores—whose combined area wastes the equivalent of tons of coal, in heat units, every week. Seal up these pores with

EBONOID KILN COATING

Keep the steam and acids from destroying your kiln buildings and save the heat units. They are dollars in disguise. Tell us the size of your building and we will quote you.

GRAND RAPIDS VENEER WORKS
GRAND RAPIDS, MICH.

Let Us Ship You This Hollow Blast Grate on Approval



Test it for 30 days in any manner you may see fit.

If it does not give entire satisfaction remove it from your furnace and notify us that it is subject to our order.

WE WILL PAY THE FREIGHT BOTH WAYS

The Gordon Hollow Blast Grate is guaranteed to be the heaviest, most efficient and most durable hollow blast grate on the market.

It adds from 25 to 50% to the efficiency of a boiler.

It burns wet, green or frozen sawdust readily.

It is also adapted for slabs, edgings, bark, blocks, chips, shavings, etc.

It saves labor in firing.

It is to all intents and purposes indestructible.

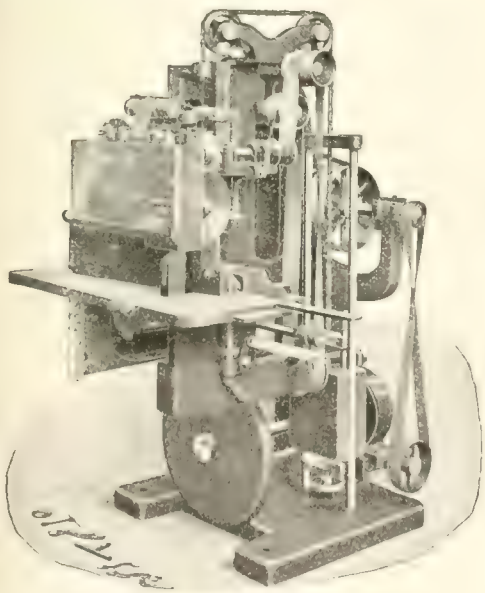
The only TUYERE blast grate made, and, consequently, the ONLY blast grate with baffles to prevent sawdust and ashes from filling the chamber; the ONLY blast grate with long, narrow blast outlets, which exclude much matter that enters the ordinary blast bar; the ONLY blast grate in which the blast outlets can be cleaned without crawling into the furnace or removing the bars, the tuyeres themselves being removable; and the ONLY blast grate in which there is access to the interior of the bar, to remove matter that cannot be BLOWN out.

GORDON HOLLOW BLAST GRATE CO., GREENVILLE, MICHIGAN

Also manufacturers of the celebrated "TOWER" Line of Edgers and Trimmers

"THE GORDON HOLLOW BLAST GRATE is manufactured by the Puget Sound Machinery Depot, at Seattle, Wash., for the Washington and Oregon trade."

A WORD WITH THE FLOORING MANUFACTURER



NO. 248 UNIVERSAL END MATCHER

If we could show you an END MATCHER that would increase your earnings and profits, you would grasp the opportunity, wouldn't you?

If we could show you an END MATCHER that would Sort, Butt and End Match at the same time without turning the flooring end for end, wouldn't it be worth your while to investigate?

THE MACHINE WE HAVE REFERENCE TO IS OUR
NEW NO. 248 UNIVERSAL END MATCHER

This is a brand new machine and is recognized by experienced flooring manufacturers as the most desirable and convenient machine on the market.

The flooring is worked on edge and held in a stationary position by an automatic clamp, insuring perfectly square ends. Each piece of flooring is passed from one operator to the other as it is finished without interfering with the work of either, thus facilitating the work and keeping the tables clear at all times.

You Are Invited to Write For Large Illustrated Circular

J. A. FAY & EGAN CO., 414-434 W. Front St., Cincinnati, Ohio

THE list of firms shown opposite show a few installations of Berlin Fast-feed Hardwood Matchers. These companies investigated the merits of our fast-feed machines before buying. The information gained then has now been confirmed by thorough tests. Ask them why they are glad to have bought

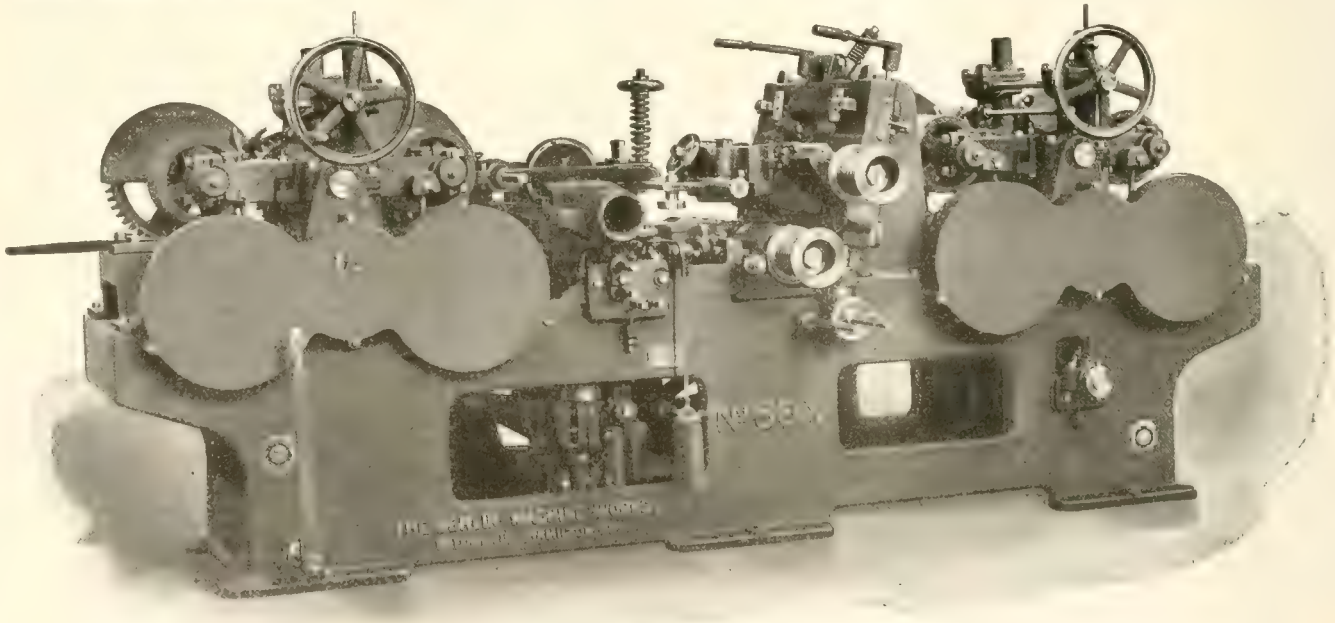
BERLIN HARDWOOD MATCHERS

Our fast-feed machines are being run in some of these plants at 120 feet per minute, producing perfectly finished flooring, without scrapers. The reasons for this quality of work are outlined in the machine construction, which is as follows:

1—6-Bitted cylinder heads with self-hardening steel knives. Most perfect head on the market.
2—12-bitted side-heads, only 12-bitted side-heads in the world. Self-hardening steel bits. Practically 24 edges cutting. Side head "Jointer" trues each bit.
3—Grinders and Jointers for cylinder head knives. Enables the operator to keep the knives to a perfect cutting edge without removal from the head.
4—Only successful Roller-Hold-Down between side-heads. Powerful and a thorough success.
5—Automobile chain drive. No train of gears. Silent running, accessible, never gives trouble.
6—Fast-feed matcher legs, with special step-bearing. Vertical adjustment.
7—Reverse Feed Device. If stock splinters, the operator by a lever can instantly reverse the direction of feed.
8—Eight powerful 10-inch feed rolls. Plenty of power and all transmitted through the chain drive.
9—Stationary bottom jointing attachment.

Ask Them!

Nashville Hardwood Flooring Co., Nashville, Tenn.
Watauga Lumber & Mfg. Co., Damascus, Va.
Salt Lick Lumber Co., Salt Lick, Ky.
Licking River Lumber Co., Huntington, W. Va.
Fitzgerald Land & Lumber Co., Island Point, Vt.
Louisiana Long Leaf Lumber Co., Fisher, La.
Hudson Lumber Co., Garnet, Mich.
Union Lumber Co., Fort Bragg, Cal.
Foster-Latimer Lumber Co., Mellen, Wis.
Prewitt-Spurr Mfg. Co., Nashville, Tenn.
Edwin Taylor Lumber Co., Hartford, Conn.
Monterey Planing Mill Co., Monterey, Tenn.
Wildberg Lumber Co., Cincinnati, Ohio

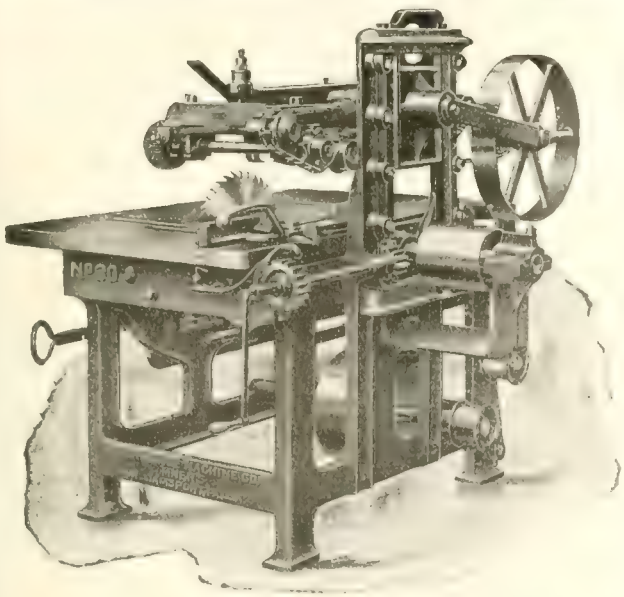


The Berlin Machine Works

MANUFACTURING PLANTS
BELOIT, WISCONSIN
HAMILTON, CANADA

Branch Offices:
NEW YORK
CHICAGO, BOSTON
NEW ORLEANS
SAN FRANCISCO

Branch Offices:
SPOKANE, SEATTLE
MONTREAL, QUE.
COLUMBIA, S. C.
VANCOUVER, B. C.



A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

A Machine of Exceptional Range and Capacity

Will Rip Stock as short as 10 in.

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances **without adjustment.** It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.

HERMANCE MACHINE COMPANY

WILLIAMSPORT, PA.

CHICAGO REPRESENTATIVES:

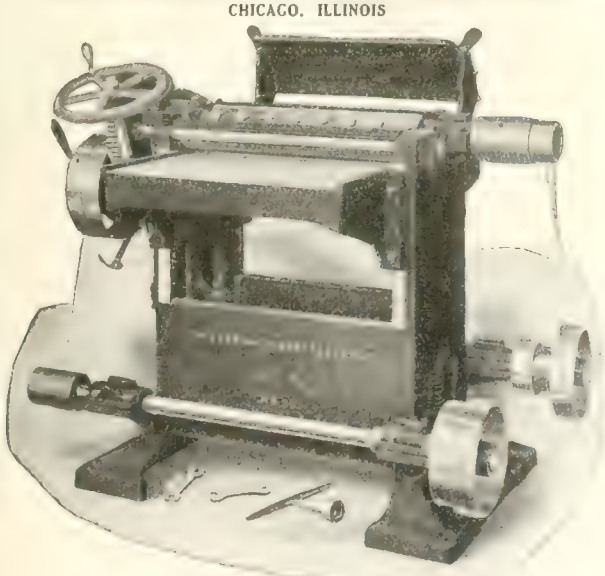
Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

Chicago Machinery Exchange,

(Incorporated)

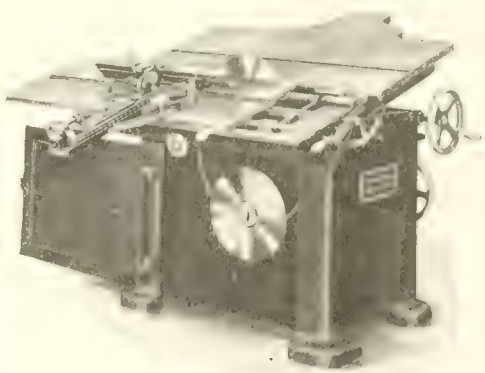
WOODWORKING MACHINERY MERCHANTS

CHICAGO. ILLINOIS



No. 35 SINGLE SURFACE PONY PLANER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have chipped off ends. Two rates of feed driven from cylinder, one regulating the other.



THE TANNEWITZ TYPE "B" DOUBLE REVOLVING ARBOR SAW BENCH

Possesses an original design and exclusive conveniences. It is a labor-saving machine

The Tannewitz WORKS.

GRAND RAPIDS, MICH.

CHICAGO MACHINERY EXCHANGE, INC.

WOODWORKING MACHINERY MERCHANTS

159-161 N. Canal St. **Chicago, Ill.**

REPRESENTING EXCLUSIVELY

BAXTER D. WHITNEY & SON.
HERMANCE MACHINE CO.,

GREAVES, KLUSMAN & CO.,
McDONOUGH MFG. CO.,

PORTER MACHINERY CO.,
BEACH MFG. CO.,

THE TANNEWITZ WORKS,
of Grand Rapids.

WEST SIDE IRON WORKS,
New Chicago Line

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; seven Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

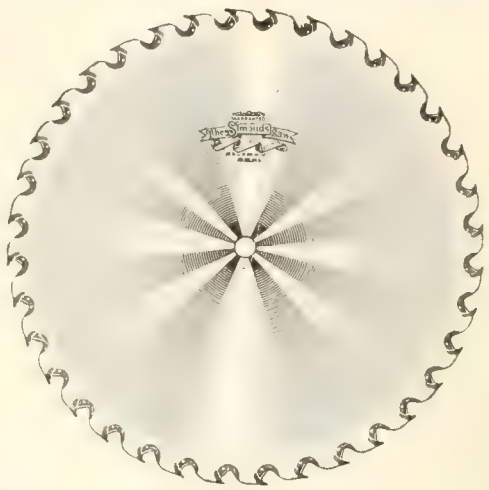
Joshua Oldham & Sons

NEW YORK SAW WORKS
BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
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New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM



SIMONDS INSERTED TOOTH SAWS

MADE OF SIMONDS STEEL

Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

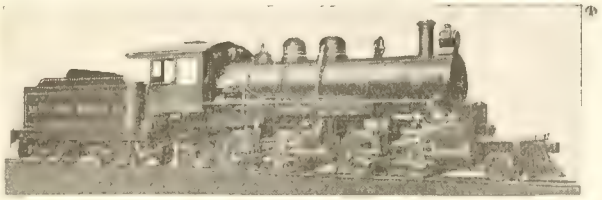
SIMONDS MFG. COMPANY
FITCHBURG, MASS. CHICAGO, ILL, MONTREAL, QUE.

BALDWIN LOCOMOTIVE WORKS

Principal Offices and Works:
500 North Broad St., PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



MALLET ARTICULATED LOCOMOTIVE

The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive powe and curves of short radius can be readily traversed.

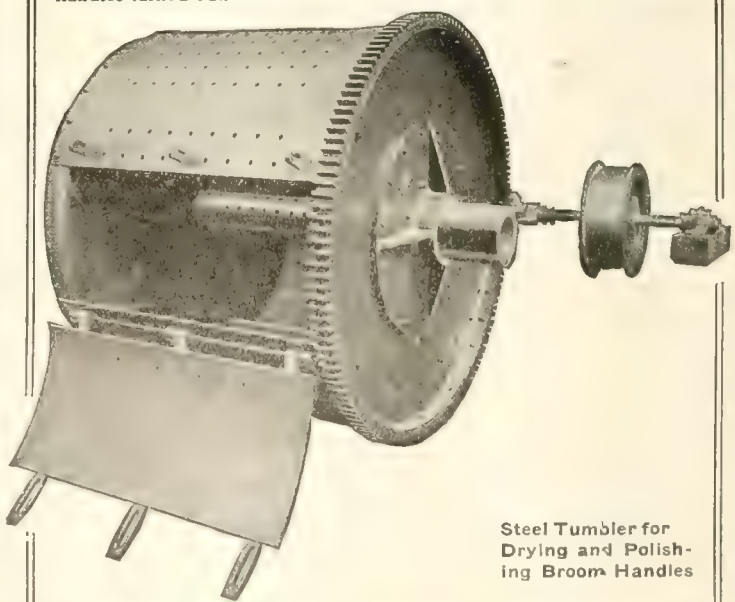
BRANCH OFFICES

NEW YORK, N. Y., Hudson Terminal. CHICAGO, Ill., Railway Exchange.
ST. LOUIS, Mo., Security Building. PORTLAND, Ore., Couch Building.

Cable Address:—"Baldwin, Philadelphia."

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



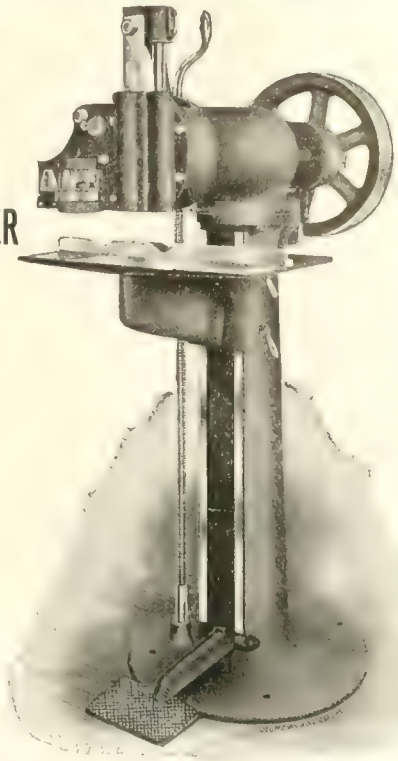
Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY
Complete Line of Broom Handle Machinery
CADILLAC, MICH.

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL

HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work.

SELLING AGENTS

C. T. PATTERSON CO., LTD., NEW ORLEANS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

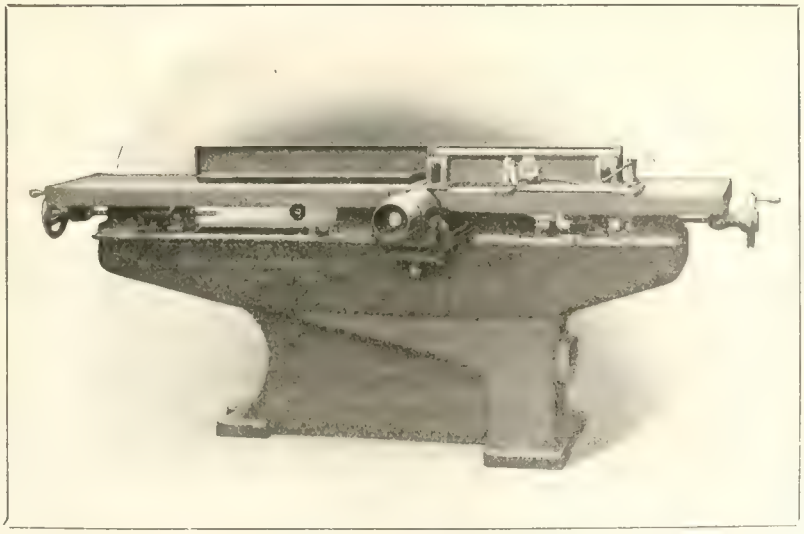
THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

230 Randolph Street. CHICAGO

ESTABLISHED 1882

The New Smith Hand Planer or Jointer



(Rear Side View of 16 inch Jointer)

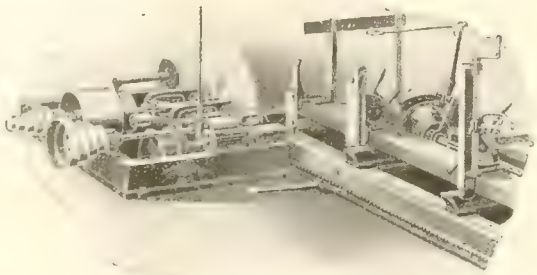
THIS **New Hand-feed Planning Machine** is Unique in Design and stands on **Three Legs** so as not to get out-of-line on any floor. **Frame** is cast **Whole** and is very rigid. The **Tables** are long, broad and heavy, and each are supported by **four** incline planes which admit of every necessary adjustment. The Guide tills for bevel planning and a Countershaft is included in the equipment. The Cutter-Head is the Round Safety style with two Self-hardening Knives and two extra slots for projecting cutters—and the Head adjusts to align with tables. For further particulars and information about other Machines for **Working Wood**, Address

H. B. SMITH MACHINE CO. ∴ Smithville, N. J., U.S.A.

BRANCHES: NEW YORK CHICAGO ATLANTA MEMPHIS



LANE



MILLS

Lane Lever Set Circular Saw Mills, Edgers, Planers, Shingle, Lath and Clapboard Machines, Live Rolls, Log Hauls, Cutting-Off Machinery, Transmission Machinery, Etc.

SEND FOR OUR CATALOG

Lane Manufacturing Co.
MONTPELIER, VT.

Uninterrupted operation and **high decking** are necessary to high averages in skidding. (The fewer the interruptions, the faster the work.)

The CLYDE self-propelling 4 line SKIDDER

is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

Guy lines are tightened with steam-driven friction drums and every feature is designed for utilizing the maximum time in skidding and the minimum time in moving and setting.

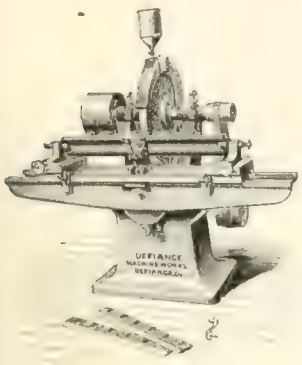
Manufactured by the **Clyde Iron Works, Duluth, Minn.** New York Chicago New Orleans Savannah



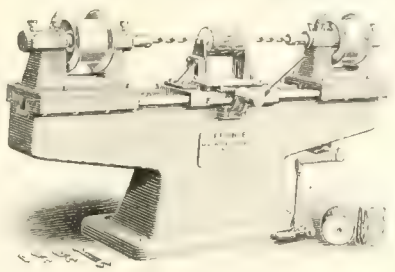
YOU GET THE BENEFIT OF 60 YEARS OF CAREFUL STUDY WHEN YOU BUY

"DEFIANCE WOOD WORKING MACHINES"

The Defiance Machine Works, Defiance, Ohio



24" Knife Grinder



Hub Block Borer

We Build Machines For Producing

AUTOMOBILE SPOKES, RIMS, WHEELS and BODIES, Carriage and Wagon Hubs, Spokes, Rims and Wheels, Wagons, Carriages, Shafts, Poles, Neckyokes, Single Trees, Hoops, Handles, Spools, Bobbins, Insulator Pins, Table Legs, Balusters, Oval Wood Dishes, and for GENERAL WOODWORK.

SEND FOR CATALOGUE.



Hammer Handle Lathe

ARTHUR B. RANSOM, PRESIDENT. M. M. RANSOM, SECY. AND TREAS.

JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Oak, Ash, Poplar, Hickory, Gum, Sycamore, Walnut, Cherry, Elm, Cedar Posts.

Hardwoods

Poplar, Gum, and Lynn Siding. Turned Poplar Columns. Dressed Stock, etc.

Lumber of all kinds is being cut every day at our city and country mills and with stock constantly coming in from many other points, we are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if anyone can. Write for specimen copy of our monthly Stock and Price List. Can we place your name on our mailing list?

ARTHUR B. RANSOM, Pres. McEWEN RANSOM, Secy. E. T. WILSON, Treas.

NASHVILLE HARDWOOD FLOORING CO.

MANUFACTURERS OF

MARKET PRICE ON CAR LOTS. Less than car lot orders shipped promptly.

"ACORN BRAND"

OAK AND BEECH FLOORING

"The Product de Luxe"

We especially invite inquiries for Flooring, Oak and Poplar lumber and other Hardwoods in mixed cars.

Delivered Anywhere

NASHVILLE, TENNESSEE

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

CHECKING, SPLITTING and rotting positively prevented

By LORAC A thick liquid to be applied with a brush to Logs, Lumber or Dimension Stock, at a trifling cost. A BOY CAN DO THE WORK. This is no theory. Ask any prominent lumberman in Memphis, Arkansas, or elsewhere, what he thinks of LORAC. Sold on a guarantee---without a string---of: NO SATISFACTION, NO PAY. Present users say Lorac greatly increases the percentage of their better grades of lumber, thereby paying them a handsome dividend. It will do the same for you. Write us for full particulars.

THE GEORGE HENKE CO., 62 Beekman St., N. Y.

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

NICHOLS & COX LUMBER COMPANY

GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

The Cadillac Handle Co.

Lumber and Broom Handles

Cadillac, Michigan

Have the following dry, band sawn stock for sale:

5 cars 4-4 Beech, No. 2 Com. and Bet.
2 cars 4-4 Nos. 1 and 2 Common Basswood
2 cars 6-4 Beech No.3 Com.
3 cars 4-4 Soft Gray Elm No. 2 Com. and Bet.
5 cars 4-4 No.1 and No. 2 Com. Hard Maple
2 cars 4-4 Ash No. 3 Com.
1 car 4-4 No. 2 Com. & Bet. Soft Maple
All the stocks are band sawn and dry.

"Chief Brand" Maple and Beech Flooring

in $\frac{3}{8}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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Manufacturers of

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Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

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Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—Feeding Mill—and all other service.

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VENEER

MANUFACTURERS

OF THE U. S.

Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

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ROTARY CUT VENEER AND THIN LUMBER

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BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
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Well manufactured, thoroughly
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ROTARY CUT

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PANEL STOCK

LOUISVILLE — KENTUCKY

Wisconsin Veneer Co.

High Grade Product in

DOOR VENEERS
AND CABINET STOCK

We offer some attractive bargains in 1/8 inch Red Oak and Birch in small dimensions

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THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

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WEST VIRGINIA HARDWOODS

WE ESPECIALLY WANT TO MOVE
2 Cars 4-4 1s and 2s Oak
3 Cars 4-4 No. 1 Common and Better Oak
1 Car 4-4 No. 1 Common and Better Maple
5 Cars 4-4 Sound Wormy Chestnut

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150,000 FEET DAILY

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WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

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FAYETTEVILLE, TENNESSEE

Write for prices on the following:

4-4 Qrtd. White Oak, C. & B. 5-4 Plain Red Oak, C.& B.
4-4 Plain White Oak, C. & B. 5-8 1 & 2 Poplar
4-4 Plain Red Oak, C. & B. 6-4 C. & B. Hickory
All thicknesses White Ash.

The Billmeyer Lumber Co.

Manufacturers and Wholesale Dealers in Lumber

CUMBERLAND, MARYLAND

Buy your HARDWOODS direct from the HARDWOOD SECTION OF WEST VIRGINIA. Can furnish your requirements from dry well manufactured stock.

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WHERE THE FINEST NORTHERN HARDWOODS GROW

"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Marshfield Hardwood Company

Marshfield, Wis.

Will quote close prices on the following stock:

400,000 ft. 1 in. No. 1 Common and Better Birch
100,000 ft. 1¼ in. No. 1 Common and Better Birch
100,000 ft. 1½ in. No. 1 Common and Better Birch
100,000 ft. 2 in. No. 1 Common and Better Birch
300,000 ft. 1 in. No. 1 Common and Better Basswood
400,000 ft. 1 in. No. 2 and No. 3 Common Basswood
175,000 ft. 1 in. No. 1 Common and Better Soft Elm
200,000 ft. 1 in. No. 2 and No. 3 Common Soft Elm
150,000 ft. 1 in. No. 2 Common and Better Hard Maple
150,000 ft. 1 in. No. 2 Common and Better Ash
225,000 ft. 1 in. No. 2 Common and Better Wis. Red Oak

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.
Eau Claire, Wis.

MAXSON LUMBER COMPANY, MILWAUKEE, WIS.

915 Majestic Building

We offer the following Special items:

200,000 Ft. 5-4 in. No. 1 Common and Better Basswood
150,000 " " " 2 " "
1 car 10-4 and 12-4 " 1 Common and Better Birch
2 cars 2 in. 1st and 2ds. "
1 car 6-4 in. " "
2 cars 1 in. " Red "
5 " 1 in. No. 2 Common and Better, Wis. Red Oak

We also have a complete stock of the other Wisconsin hardwoods. Send us your inquiries.

The Tegge Lumber Co.

MILWAUKEE
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BUYERS OF
ALL KINDS OF
HARDWOOD LUMBER

W. W. DEMPSEY

MANUFACTURER AND WHOLESALER

WANTS TO MOVE QUICK THE FOLLOWING

162,500 feet 4-4 No. 1 Common and Better Ash
150,000 feet 4-4 No. 1 Common Maple
140,200 feet 4-4 No. 1 Common Red Oak.
204,000 feet 4-4 L. R., M. C. O. Bass, largely 12 ft.
133,000 feet 4-4 Sound Wormy Chestnut.
66,000 feet 8-4 Sound Wormy Chestnut.

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I. F. BALSLEY, Sales Manager.

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THREE CARS 6-4 FLITCH LOCUST AT $24.00 F. O. B. ASHTOLA, PA.

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FARMERS BANK BLDG. PITTSBURG, PA.

LINEHAN LUMBER COMPANY

WHOLESALE

HARDWOODS

And Hardwood Flooring

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"If Anybody Can, We Can"

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West Virginia Spruce and Hemlock : Long and Short Leaf Pine : Virginia Framing

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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LARGEST OF ALL HARDWOOD MARKETS

Garetson-Greason Lumber Co.

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ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Chicago Office: 1416 Fisher Bldg.

ALL WE CAN OFFER NOW, IS

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Plain and Quartered

ALL GRADES RED GUM

YOUR INQUIRIES WILL RECEIVE OUR PROMPT ATTENTION

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INDIANA

WHERE THE BEST HARDWOODS GROW

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OUR SPECIALTY

Finely Figured Quartered Oak

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TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

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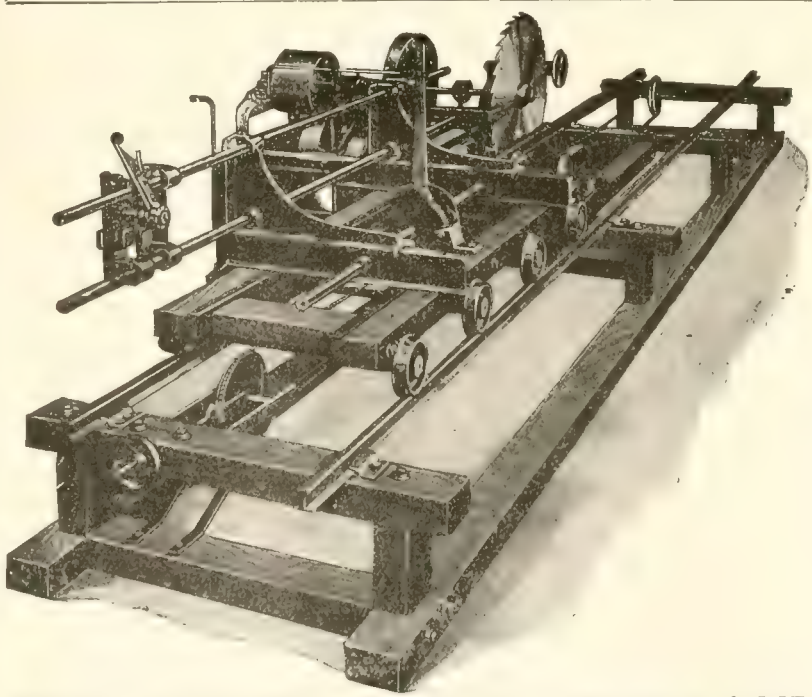
THE WALNUT LUMBER CO.

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We want to move the following dry stock:

5 Cars	4-4 No. 1 Common Poplar, 7 in. and up wide
1 Car	4-4 1s and 2s Quartered Red Oak
2 Cars	5-4 1s and 2s Hard Maple
1 Car	8-4 No. 1 Common and Better Elm
2 Cars	4-4 No. 1 Common and Better Elm
5 Cars	4-4 1s and 2s Sap Gum
1 Car	4-4 1s and 2s Red Gum
2 Cars	12-4 1s and 2s Plain White Oak
2 Cars	12-4 1s and 2s Plain Red Oak
½ Car	16-4 1s and 2s Plain White Oak
3 Cars	4-4 No. 1 Common Ash
1 Car	5-4 No. 1 Common Ash
1 Car	6-4 No. 1 Common Ash
1 Car	8-4 No. 1 Common Ash
1 Car	5, 6, 8-4 No. 2 Common Walnut
1 Car	4-4 No. 1 Common Cherry
1 Car	4-4 No. 2 Common Cherry
1 Car	4-4 No. 1 Common and Better Plain Sycamore
1 Car	4-4 1s and 2s and No. 1 Common Chestnut

New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

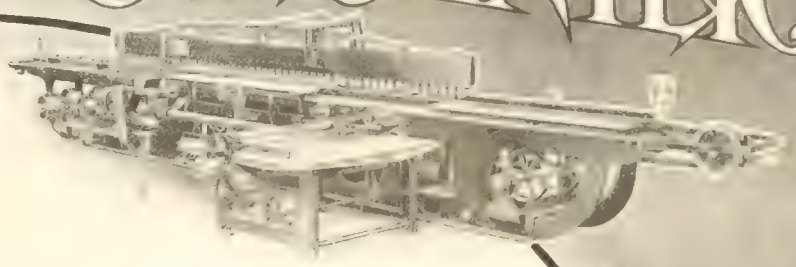
The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address:

THE SINKER-DAVIS COMPANY, Indianapolis, Indiana

The Linderman Automatic Dovetail Glue Jointer



BY HAND OR MACHINE

MANY things that can be made by hand can be done better and quicker by machinery, and the ***quality*** will be as good, if not better.

In jointing lumber, there can be no doubt as to the merits of jointing, glueing and uniting lumber ***automatically*** with a TAPERING WEDGE DOVETAIL GLUE JOINT as the best solid work, requiring a perfect varnish finish, is being made every day in many furniture factories on the

LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER

It merely means feeding the lumber into the machine from both ends at the rate of from forty to sixty feet per minute and your stock is jointed, glued, united, and the panel sized to the exact width without waste. With the dovetail method it costs no more to complete all the operations required to make a glue joint and size the panel to the exact width than it does to simply make the ***tongue and groove*** by other jointing methods.

Write today for details.

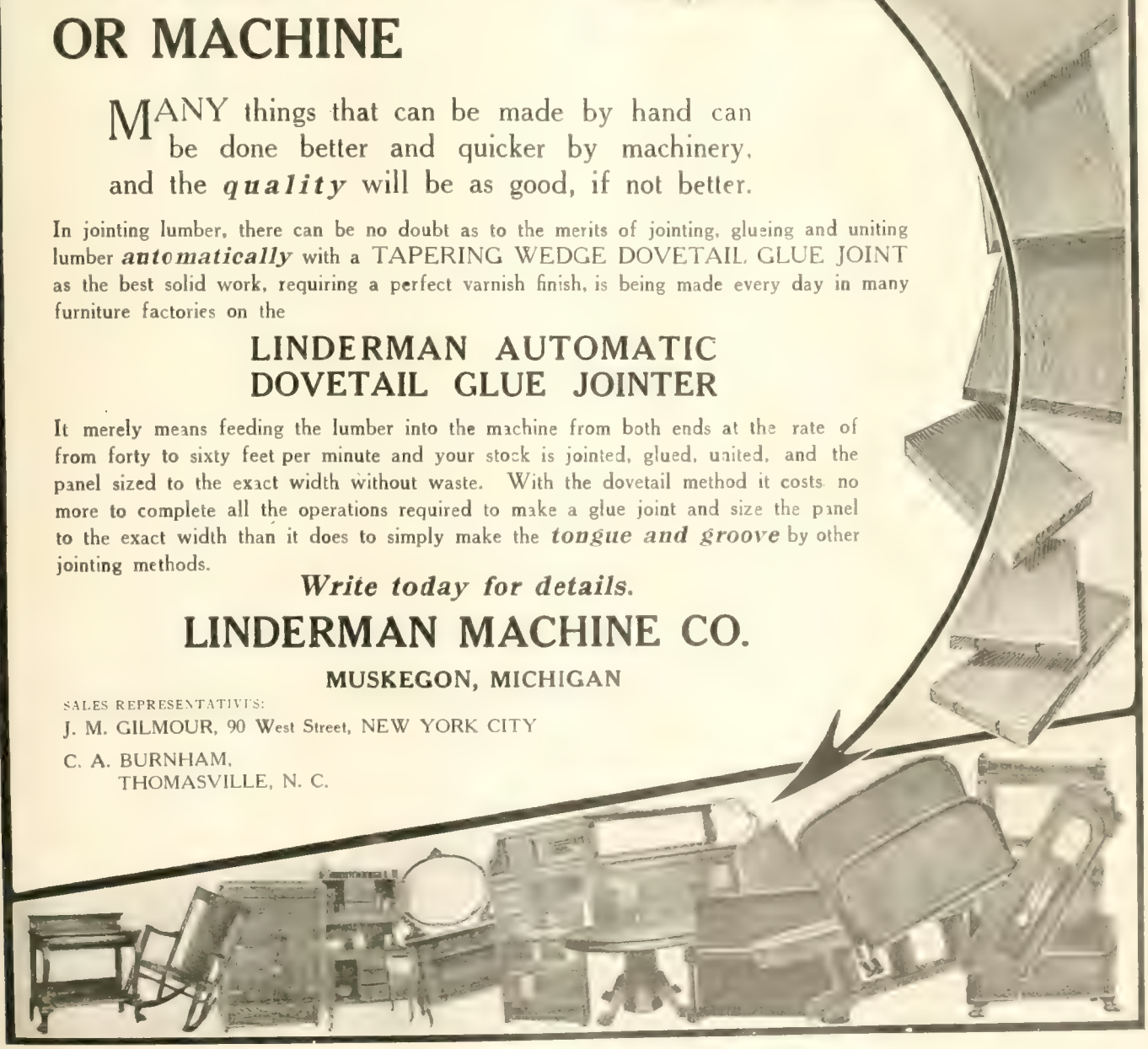
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Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4
in Wide Stock,
Specialty

Ashland, Kentucky

FLOORING

4-16' long
Mostly 6-16'

OAK - MAPLE - BEECH

Hollow Backed and
Thoroughly Kiln-Dried

Every dealer in flooring should write us for prices, get our flooring in stock and thus avoid the annoyance of disposing of a lot of flooring 1'—4' LONG

THE W. M. RITTER LUMBER CO., Columbus, O.

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MANUFACTURERS OF BAND SAWED

OLD FASHIONED
SOFT

YELLOW POPLAR

ASHLAND, KENTUCKY

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

BUSINESS LOOKS BETTER

Hardwood Record

Sixteenth Year, Semi-Monthly.

CHICAGO, NOVEMBER 25, 1910

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LARGEST VENEER PLANT IN THE WORLD

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MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

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All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

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2 Kilby Street, :: BOSTON

Would like to talk to you about their large stock of

Plain and Quartered WHITE OAK

Tennessee Red Cedar, Thin Poplar and Poplar Siding

ASK US WHAT WE CAN DO FOR YOU

KEYS-FANNIN LUMBER COMPANY

HERNDON, W. VA.

HAS A LARGE STOCK OF CHOICE

WEST VIRGINIA HARDWOODS

PLAIN and QUARTERED WHITE and RED OAK

BASSWOOD CHESTNUT HEMLOCK

Rough or Dressed Write for Prices

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UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



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McILVAIN'S SPECIALS FOR PROMPT SHIPMENT

Get your order in early for
RED OAK
5-4 Common and Better.

Here is your opportunity to get interesting quotations on
QUARTERED WHITE OAK
200,000 feet 4-4 No. 1 Common and Better, dry, nicely manufactured, well-figured, and good widths and lengths.

We can make prompt shipment on
WHITE OAK
Have large stock 4-4 No. 1 Com. and Better, plain, dry, good widths and lengths. Tennessee stock.

Ask us for prices on 5-8 to 16-4 No. 1 Common and Better large dry stock
SOFT YELLOW TENNESSEE POPLAR
good widths and lengths, ready for immediate shipment.

Let us quote you on
BLACK WALNUT
We have 50,000 feet No. 2 Common and Better, dry, well manufactured, good widths and lengths.

We will have 300,000 7x24 and 100,000 6x20 No. 1
HEART RIVED CYPRESS SHINGLES
Ask us for prices.

We have just received a large consignment of
MAHOGANY
200,000 feet, manufactured from choice logs, well-figured, and nice stock in every particular; good widths and lengths.

What about
CHESTNUT?
We have 200,000 feet of 4-4 to 8-4; also 5 cars of 5-4 No. 1 Common and Better, bone dry, for prompt shipment.

We have just received a large block of
SOFT WHITE PINE
4-4 to 16-4. Dry, well manufactured, good widths and lengths.
Can ship separate or mixed cars.

If you are looking for
GULF CYPRESS
write us for prices. We have a large block, dry, well manufactured, from 4-4 to 16-4.

No better time than right now to think about
HEMLOCK AND SPRUCE
Our big stock offers some choice bargains.

4-4 to 16-4. 200,000 ft.
HARD MAPLE
Also same amount of Soft Maple.
Ask us for prices.

How are you fixed on
WHITE PINE?
We have big stock 4-4 No. 3 Barn and Better, dry, which can be shipped in the rough or worked in any manner desired.

Are you in the market for
CALIFORNIA SUGAR AND WHITE PINE?
We have a large stock of 4-4 to 12-4

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¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

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West Virginia Spruce and Hemlock : Long and Short Leaf Pine : Virginia Framing

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., November 5, 1910

DRY STOCK LIST

6-4 Ash No. 3 Common and Better	17M
4-4 Basswood No. 1 Common	60M
4-4 Basswood No. 2 Common	300M
4-4 Basswood No. 1 and 2 Common	120M
4-4 Red Birch, 1s and 2s	11M
4-4 Gray Elm No. 2 Common	65M
1x7 and up Gray Elm No. 3 Common	70M
6-4 Gray Elm 1s and 2s	35M
8-4 Gray Elm 1s and 2s	12M
12-4 Gray Elm 1s and 2s	30M
8-4 Rock Elm	80M
5-4 Hard Maple Step	13M
6-4 Hard Maple No. 1 and 2 Common	3M

OUR OWN MANUFACTURE

MITCHELL BROTHERS COMPANY

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., November 5, 1910

8-4 Ash, 1s and 2s	5 M
4-4 Basswood, No. 2 Common	110 M
1x6 Basswood, No. 2 Common	26 M
1x4 Gray Elm, No. 3 Common	28 M
1x7 and up Gray Elm, No. 3 Common	75 M
4-4 Gray Elm, 1s and 2s	18 M
8-4 Gray Elm, 1s and 2s	16 M
4-4 Rock Elm, No. 2 Common and Better	5 M
1x10 to 14 in. Hard Maple, 1s and 2s	10 M
1x15 and up Hard Maple, 1s and 2s	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

100,000	6/4 No. 1 common and better [illegible]
50,000	8/4 No. 1 [illegible] and better maple.
200,000	4/4 No. [illegible] maple.
200,000	5/4 No. 3 common beech and maple.
250,000	[illegible] beech.
100,000	4/4 No. [illegible] and better birch.
30,000	8/4 No. 1 [illegible] and better birch.
150,000	[illegible] and better basswood.
35,000	4/4 No. [illegible] and better elm.
10,000	12/4 No. 1 common and better elm.
500,000	8/4 No. 1 hemlock.
500,000	8/4 No. 2 hemlock.



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1337-1343 North Branch St. CHICAGO

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Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1509 MASONIC TEMPLE - CENT. 3825

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Wholesale and Retail
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Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
610 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

PAUL SCHMECHEL
537 Monadnock Block
HARDWOODS
Southern Elm a Specialty

Telephone Canal 1355 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
Office and Yard:
Throop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
Office, Yards and Planing Mills, 22nd, Sangamon and Morgan Sts.
Mills at Faleon, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Storage Yards — 1436 Cherry Ave.

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
STOCK READY TO LOAD AT MOUNDS, ILL.

72,000 ft. 4/4 Fas pl. Red Oak
28,000 ft. 4/4 Fas pl. White Oak.
90,000 ft. 4/4 No. 1 com. pl. Red and White Oak.
30,000 ft. 4/4 No. 2 com. pl. Red and White Oak.
22,000 ft. 4/4 No. 1 com. & Fas Qtd. Red Oak.
87,000 ft. 4/4 No. 1 com. & Fas Qtd. White Oak.
60,000 ft. 5/4 No. 1 com. & Fas pl. Red Oak.
11,000 ft. 5/4 No. 1 com. & Fas pl. White Oak.
12,000 ft. 5/4 No. 2 com. pl. Oak.
38,000 ft. 8/4 No. 1 com. & Fas pl. White Oak.
10,000 ft. 10/4 Fas White Oak.
36,000 ft. 12/4 No. 1 com. & Fas Red Oak.
20,000 ft. 12/4 No. 1 com. & Fas White Oak.
8,000 ft. 4/4 No. 1 com. & Fas White Oak.

All Dry For Rush Orders
OUR SHIPMENTS ALWAYS ON TIME

24,000 ft. 4/4 No. 1 com. & Fas White Ash.
28,000 ft. 5/4 No. 1 com. & Fas White Ash.
42,000 ft. 6/4 No. 1 com. & Fas White Ash.
70,000 ft. 1x9" and up Cottonwood Boxboards.
35,000 ft. 1x13" and up Fas Cottonwood.
75,000 ft. 1x6" and up Fas Cottonwood.
75,000 ft. 1x4" and up No. 1 com. Cottonwood.
100,000 ft. 1x4" and up No. 2 com. Cottonwood.
35,000 ft. 8/4 and 12/4 No. 1 com. and bet. Elm.
200,000 ft. 4/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 5/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 6/4 No. 1 com. and Fas Sap Gum.
20,000 ft. 8/4 No. 1 com. and Fas Sap Gum.
50,000 ft. 4/4 No. 1 com. and Fas Red Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

The Keith Lumber Company.

IMPORTERS MANUFACTURERS & DEALERS

HARDWOOD LUMBER, MAHOGANY & FOREIGN WOODS

FOURTEENTH & WOOD STREETS.

W S KEITH PREST & TREAS F E BARTELME V PRES & GEN'L MGR J M RIEL SEC'Y

CHICAGO

J. RAYNER

VENEERED PANELS

ASH, WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

1100-1110 CARROLL AVE.

CHICAGO

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

TELEPHONE HARRISON 3996

MARSHALL LUMBER CO.

NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING **CHICAGO, ILLINOIS**

STOCK LIST

Oak 1 car 2½ in. 1s and 2s
Oak 2 cars 2 in. 1s and 2s
Oak 2 cars 2 in. No. 1 Common
Oak 1 car 6-4 in. No. 1 Common
Red Oak 1 car 1 in. No. 1 Common
Red Oak 3 cars 3-4 in. 1s and 2s Plain
Red Oak 2 cars 5-8 in. 1s and 2s Plain
Red Oak 5 cars 4-4 in. 1s and 2s Plain
Red Oak 1 car 1 in. Com. & Better Qtd.
White Oak 2 cars 4-4 in. 1s and 2s Plain
White Oak 1 car 5-8 in. 1s and 2s Plain
White Oak 1 car 4 in. 1s and 2s Plain
White Oak 1 car 2 in. Com. & Bet. Qtd.
White Oak 1 car clear Quartered Strips
Ash 1 car 1 in. 1s and 2s
Ash 1 car 1 in. No. 1 Common
Ash 1 car 3 in. 1s and 2s
Cottonwood 5 cars 1x13 to 17 in. 1s and 2s
Cottonwood 2 cars 4-4x6 in. & up 1s & 2s
Red Gum, 1 car 4-4 in. 1s & 2s

Estabrook-Skeele Lumber Co.

Manufacturers and dealers in

Oak, Ash, Gum, Cottonwood

Wagon Stock and Other Hardwoods

In the market for round lots of Hardwood and Wagon Stock. Write us before selling.

Fisher Building **CHICAGO**

A Great Opportunity

LOCATION FOR SHOOK FACTORY

Large output of low-grade lumber at low-grade price

For full information address

J. C. CLAIR, Industrial Commissioner,
ILLINOIS CENTRAL R. R.
No. 1 PARK ROW CHICAGO

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

ESTABLISHED 1852

MEARS-SLAYTON LUMBER COMPANY

Manufacturers and Dealers in **Pine, Hemlock and Hardwood Lumber**

Main Office, 1237 Belmont Ave.
CHICAGO

We have at shipping point the following cars as noted. All this stock is band sawed, cut from large timber, and widths and lengths are unusually good.

BASSWOOD: 1 car 12/4 No. 1 Common and Better; 1 car 8/4 No. 1 Common and Better, 2 cars 6/4 No. 1 Common, 2 cars 6/4 No. 2 Common; 1 car 5/4 No. 1 Common; 1 car 5/4 No. 2 Common, 3 cars 4/4 1st and 2nd; 3 cars 4/4 No. 1 Common; 2 cars 6/4 No. 3 Common, 5 cars 5/4 No. 3 Common; 3 cars 4" and wider 4-6-8 Clear; 2 cars 4" and wider 4-6-8 Common.

BIRCH: Extra good lengths—2 cars 8/4 1st and 2nd; 1 car 12/4 1st and 2nd; 2 cars 4/4 No. 1 Common and Better; 2 cars 4/4 No. 2 Common.

MICHIGAN GRAY ELM: Good lengths 2 cars 4/4 No. 2 Common and Better, about 25% 1st and 2nd; 1 car 6/4 No. 2 Common and Better, about 50% 1st and 2nd; 1 car 12/4 No. 1 Common and Better, about 75% 1st and 2nd.

WISCONSIN RED OAK: Good widths and lengths 2 cars 4/4 1st and 2nd; 3 cars 4/4 No. 1 Common; 1 car 4/4 No. 1 Common and Better quarter-sawed; 1 car 10/4 1st and 2nd.

WISCONSIN WHITE PINE: Cut full thickness, full log product—1 car 4/4 shop; 1 car 4/4 D and Better; 5 cars 6/4 No. 2 Common and Better; Will make attractive price on this item. 100M No. 4 Boards, full thickness, extra good widths.

WESTERN WHITE PINE SHOP: Finest kind, in all thicknesses. Widths are extra good and quality is much nearer Wisconsin stock than the ordinary Western Pine.

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, CHICAGO Phone Harrison 6440

We will buy at the market less a fair Jobber's discount

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

POPLAR

2 cars 8/4x14 to 17 in. 14 ft. and longer Sign Boards.
5 cars 4/4x11 to 22 in. 12 ft. and longer Wagon Box Boards
1 car 5/8x18 to 21 in. 14 ft. and 16 ft. 1st and Panels
10 cars 4/4 average widths and lengths, No. 2 Common, (must be bright.)

WHITE ASH, Tough

2 cars 8/4 6 to 8 in. wide, 10 ft. and 12 ft. dry

CHESTNUT

3 cars 5/4 good widths, 10 to 16 ft. Sound Wormy (Cores.)
2 cars 6/4 good widths, 10 to 16 ft. Sound Wormy (Cores.)
5 cars 8/4 good widths, 10 to 16 ft. Sound Wormy (Cores.)

MAPLE, Hard

2 cars 6/4 describe W. & L. No. 1 Common and Better, show percentage of each grade.
3 cars 8/4 describe W. & L. No. 1 Common and Better, show percentage of each grade.
1 car 4/4 describe W. & L. No. 1 Common and Better, show percentage of each grade.

MAPLE, Soft

5 cars 4/4 describe W. & L. No. 2 Common and Better

GUM

10 cars Red, 4/4 x 6 in. and wider 12 ft., clear to 10 ft., 1s and 2s
10 cars Sap, 4/4 x 6 in. and wider 12 ft., clear to 10 ft., 1s and 2s.
5 cars 6/4 x standard widths and lengths No. 2 Common.
5 cars 8/4 x 6 in. and up, standard lengths, 1s and 2s, Sap
5 cars 6/4 x 6 in. and up, standard lengths, 1s and 2s, Sap

RED OAK, Plain

8 cars each, 3/4 in., 4/4 in., 5/4 in., 6/4 in., 1s and 2s, must carry 40% or more, 14 ft. and 16 ft. lengths. Band sawed lumber preferred

WE WANT TO SELL CAR OR CARGO LOTS OF ANY KIND OF LUMBER. IF WE ACCEPT YOUR ORDER, WILL PRODUCE THE GOODS. WRITE US.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

Hall & Sisson Lumber Company

218 La Salle Street, Chicago, Ill.

Telephone Main 3639
(Mills at Annadel, Tenn.)

FOR SALE—We have at shipping point, dry, well manufactured and accurately graded stock as follows for immediate shipment:

2 cars 1x10-12 inch Fas. Poplar.
5 cars 3x3 to 12x12 Fas. Poplar Squares.
10 cars 3x3 to 10x10 No. 1 Common Poplar Squares.
2 cars 1x13-17 Poplar Box Boards
5 cars 8-4 inch No. 1 Common Plain White Oak.
3 cars 12-4 inch No. 1 Common Plain White Oak.
4 cars 4-4 inch Fas. Plain Red Oak.
10 cars 4-4 inch Fas. Quarter-Sawed White Oak.

Stock Wanted—We want to buy:
2 cars 3 inch Fas. Pl. W. Oak.
5 cars 2x6 8 ft. Clear White Oak.
10 cars 2x5½ 7 ft. Clear White Oak.
100 M ft. 1x13-17 Poplar Box Boards.
10 cars 4-4 inch No. 2 Common Cottonwood.
5 cars 4-4 inch Fas. Plain Red Oak.
10 cars 4-4 inch No. 1 Common Plain Red Oak.
3 cars 2 inch Fas. White Ash.
2 cars 2½ inch Fas. White Ash.
2 cars 3 inch Fas. White Ash.
5 cars 4-4 inch Fas. Poplar.
2 cars 4-4 inch No. 1 Common Poplar.

MANUFACTURERS OF AND DEALERS IN SOUTHERN HARDWOODS

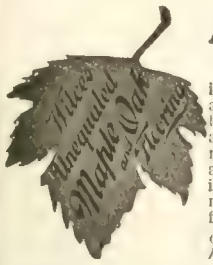
Car Dimension Stock a Specialty. We Buy Dimension Oak.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

CASH FOR **HARDWOOD BARGAINS IMMEDIATE SHIPMENT**

QUOTE US ON CAR OAK



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Association

ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention this Paper. — 116 Nassau Street NEW YORK CITY

Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

ROTARY-CUT
BIRCH
ROTARY-CUT
PLAIN OAK

J. J. NARTZIK
Office and Warehouse
1966-1976 Maud Ave.
CHICAGO
LOCAL AND CARLOAD SHIPMENTS

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bank Bldg., New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Bldg., Seattle
1104 Spalding Bldg., Portland

LOUISVILLE THE HARDWOOD GATEWAY



PLAIN OAK, QUARTERED OAK, CHESTNUT, WALNUT, HICKORY, POPLAR, ASH, MAHOGANY.

THE PURPOSE OF THIS PAGE

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

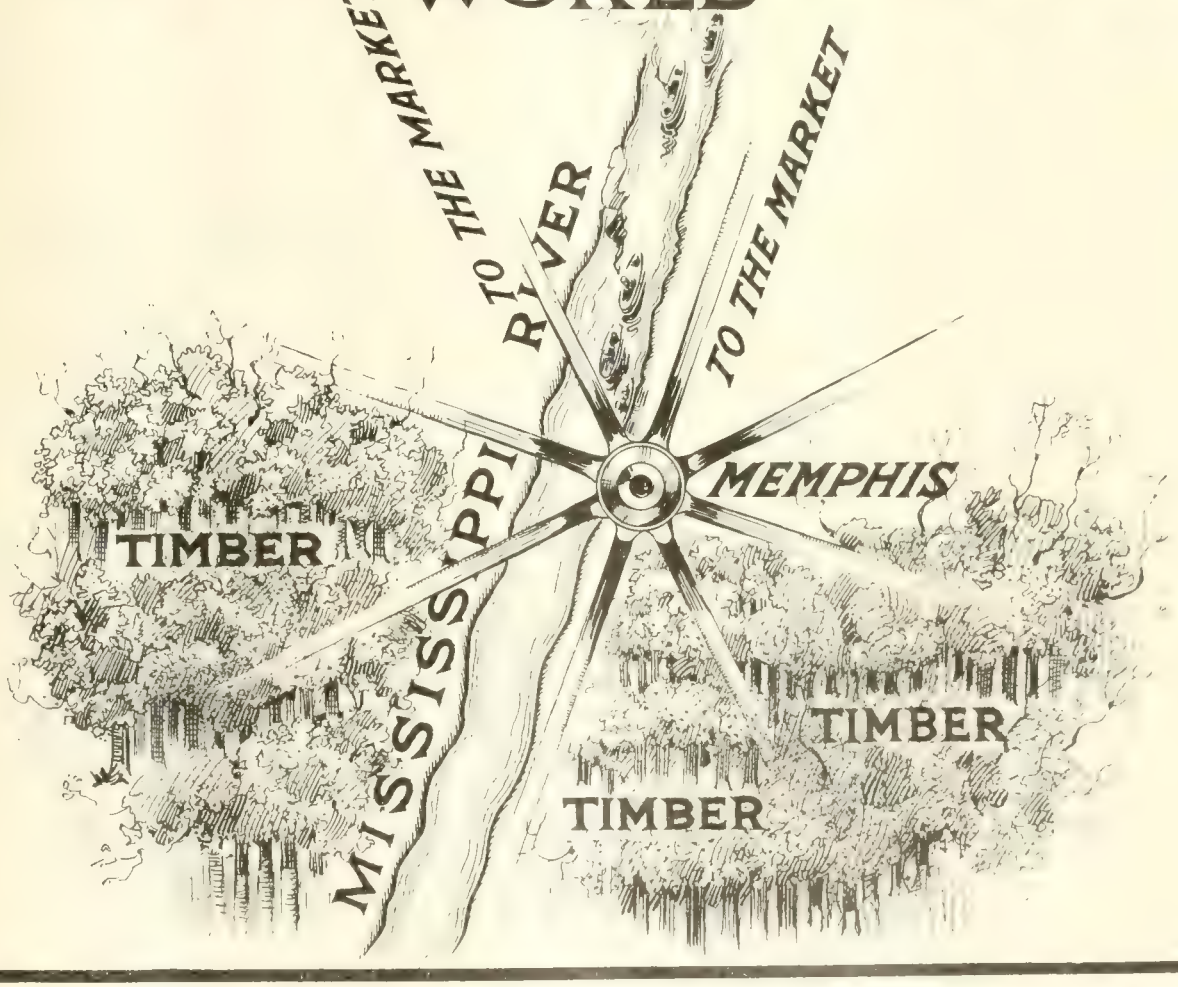
Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4 1sts & 2ds, 6" & up.....100,000'
4/4 1sts & 2ds, 6—12".....150,000'
4/4 1sts & 2ds, 13" & up.....50,000'
4/4 No. 1 common, 4" & up.....100,000'
4/4 No. 1 Common, 4—12".....75,000'
4/4 Box Boards, 13—17".....100,000'
4/4 Box Boards, 9—12".....25,000'
5/4 1sts & 2ds, 6" & up.....150,000'
6/4 1sts & 2ds, 6" & up.....25,000'
4/4 Panel & wide No. 1, 18" & up..25,000'

SAP GUM

4/4 Panel & wide No. 1, 21" & up. 50,000'
4/4 Box Boards, 13—17".....35,000'
4/4 1sts & 2ds, 6" & up.....50,000'
4/4 No. 1 Common, 4" & up.....100,000'
5/4 1sts & 2ds, 6" & up.....200,000'
5/4 No. 1 Common, 4" & up.....50,000'

RED GUM

4/4 1sts & 2ds.....45,000'
4/4 No. 1 Common.....50,000'
5/4 1sts & 2ds.....35,000'
5/4 No. 1 Common.....100,000'
6/4 1sts & 2ds.....20,000'
6/4 No. 1 Common.....5,000'
8/4 1sts & 2ds.....27,000'
8/4 No. 1 Common.....25,000'

PLAIN RED OAK

4/4 1sts & 2ds.....25,000'
4/4 No. 2 Common.....50,000'
5/4 1sts & 2ds.....25,000'
6/4 1sts & 2ds.....25,000'
6/4 No. 1 Common.....15,000'

PLAIN WHITE OAK

4/4 1sts & 2ds.....20,000'
4/4 No. 1 Common.....50,000'
4/4 No. 2 Common.....75,000'

QUARTERED WHITE OAK

4/4 No. 2 Common & Better.....50,000'
4/4 1sts & 2ds.....5,000'
4/4 No. 1 Common.....30,000'
4/4 No. 2 Common.....35,000'

ASH

8/4 No. 1 Common & Better.....35,000'

ELM

6/4 No. 2 Common & Better.....50,000'
4/4 No. 2 Common & Better.....11,000'

CYPRESS

5/4 No. 1 Shop & Better.....100,000'

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL., BLYTHEVILLE, ARK., HELENA, ARK., GREENVILLE, MISS.

—STOCK LIST—

Lamb-Fish Lumber Co., Charleston, Mississippi

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In.
†We ship our No. 1 Common Quartered White Oak 6" & up wide.

WHY NOT? WRITE US FOR PRICES

We carry everything in Southern Hardwoods: Band Sawn and Equalized; Gum, Cottonwood, Ash, Red and White, Plain and Quartered Oak.

HERE ARE A FEW ITEMS WE WOULD LIKE TO MOVE:

15 cars 4-4 No. 1 Common Plain Red Oak
4 " 8-4 1st and 2d Plain Red Oak
8 " 8-4 No. 1 Common Plain Red Oak
2 " 4-4 1st and 2d Quartered Red Oak
2 " 4-4 No. 1 Common " Red Oak
10 " 4-4x6 to 12 in. 1st and 2d Cottonwood
6 cars 6-4 1st and 2d Sap Gum
2 " 4-4x22 in. and up No. 1 and Panel Cottonwood
9 " 12-4 No. 2 Com. and Better Southern Elm
2 " 4-4x18 in. and up 1st and 2d Poplar
8 " 4-4 No. 3 Common Oak

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER .·. .·. **MEMPHIS, TENNESSEE**

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM
4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK
4-4 1s and 2s.....26,323 Feet
7-4 1s and 2s.....1,300 Feet
8-4 1s and 2s.....890 Feet
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK
4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Fee

PLAIN RED AND WHITE OAK
4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK
4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK
4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH
4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS
6-4 Log Run Soft Elm....56,986 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Maple.....11,534 Feet

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building **Memphis, Tennessee**

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

273,645 ft. 4/4 Qtd. White Oak.
43,403 ft. 5/4 Qtd. White Oak.
8,000 ft. 5/4 10-in. and up 1 and 2s Qtd. White Oak.
5,000 ft. 4/4 10-in. and up 1 and 2s Qtd. White Oak.
1,500 ft. 6/4 Qtd. White Oak.
35,000 ft. 2½-in. to 5½-in. Qtd. White Oak Strips.
30,000 ft. 4/4 to 10/4 Qtd. Red Oak.
16,131 ft. 3/4 Qtd. Red Oak.
202,701 ft. 4/4 to 8/4 Pln. Red Oak.
100,955 ft. 4/4 to 8/4 Pln. White Oak.
135,031 ft. 4/4 to 16/4 Asb.
58,325 ft. 4/4 Poplar.
26,784 ft. 5/4 Poplar.
Two cars 6/4 Log Run Soft Elm.
One car 6/4 Log Run Rock Elm.
One car 5/4 Com. and Better Elm.
One car 4/4 Log Run Soft Elm.
50,000 ft. 2-inch Gum, on grade.
100,000 ft. 1-inch Gum, on grade.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.

152,765 ft. 1" No. 1 Common White.
52,947 " 1" " Red.

GUM.

31,000 ft. 1" 1st and 2nd Sap.
15,000 " 1" No. 1 Common Sap.
20,500 " 1" Box Boards, 13"-17".
5,750 " 1" 1st and 2d Sap, 18" and up.
16,500 " 1¼" 1st and 2nd Sap.
8,700 " 1¼" No. 1 Common Sap.
25,600 " 1½" 1st and 2nd Sap.
13,200 " 1 " 1st and 2nd Red.
8,200 " 1¼" 1st and 2nd Red.
2,300 " 1¼" No. 1 Common Red.

PLAIN OAK.

58,830 ft. 1" No. 3 Com. Red and White.
28,310 ft. 1" No. 2 Com. Red and White.
15,419 ft. 1" Sound Wormy Red and White.
102,592 ft. 1" No. 1 Common White.
146,569 " 1" No. 1 Common Red.
65,783 " 1¼" No. 1 Common Red.
26,637 " 1¼" No. 1 Common White.
19,492 " 1½" No. 1 Common White.

YELLOW CYPRESS.

15,310 ft. 1" 1st and 2nd.
39,758 " 1" Selects.
76,564 " 1" Shop.
15,750 " 2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

Florence Pump & Lumber Co.

INCORPORATED

Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

FRANK MAY RALPH MAY

MAY BROTHERS

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

MAIN OFFICE
MEMPHIS, TENNESSEE

MILLS { MEMPHIS, TENN.
{ DUMAS, ARK.

W. E. Mossman, Pres. W. C. Douglass, Vice-Pres.
F. G. Smith, Sec. and Treas.

The Mossman Lumber Co.

Manufacturers and Wholesalers of All Kinds of Hardwood Lumber

Quartered White Oak and Yellow Poplar Specialties

Office: Cor. Moorehead Ave. and Belt Railway **Memphis, Tennessee**

WE WANT TO MOVE AT ONCE

2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
1 car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
1 car 4-4 1s and 2s Quartered Red Oak
1 car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
1 car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
1 car 4-4 No.1 Common Poplar

We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK

25,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
26,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK

12,000 ft. 4/4 No. 2 common.

PLAIN RED OAK

25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

SAP GUM

200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH

13,000 ft. 5/4 to 16/4 log run.

ELM

14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in

HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

C. H. L. BECKERS

HARDWOODS

OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE
FURNITURE AND CHAIR DIMENSION

Victoria Building ST. LOUIS, MO.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

FOR IMMEDIATE SHIPMENT

We offer the following Band Sawed Stock:

1 car 5-8 in. 1st and 2d Quartered White Oak.
1 car 5-8 in. No. 1 Common Quartered White Oak.
5 cars 4-4 in. 1st and 2d Quartered White Oak.
15 cars 4-4 in. No. 1 Common Quartered White Oak.
3 cars 4-4 in. No. 2 Common Quartered White Oak.
1 car 4-4 in. Clear Quartered White Oak Strips, 1½ in. to 2 in. wide.
3 cars 4-4 in. Com. Quartered White Oak Strips, 2½ in. to 5¼ in. wide.
1 car Scant 4-4 in. Common and Better Quartered White Oak.
1 car 4-4 in. No. 1 Common Quartered Red Oak.
1 car Scant 4-4 in. Common and Better Quartered Red Oak.
2 cars 3-4 in. No. 1 Common Plain Red Oak.
3 cars 4-4 in. No. 1 Common Plain Red Oak.
1 car 4-4 in. No. 2 Common Plain Red Oak.
10 cars 4-4 in. Mill Cull Oak.
1 car 4-4 in. 1st and 2d Cottonwood, 6 in. and up wide.
1 car 4-4 in. No. 1 Common Cottonwood.
1 car 4-4 in. No. 2 Common Cottonwood.
1 car 4-4 in. No. 3 Common Cottonwood.
1 car 4-4 in. Common and Better Quartered Sycamore.
1 car 8-4 in. Common and Better Elm.

MEMPHIS SAW MILL COMPANY, Memphis, Tennessee

DARNELL-TAENZER LUMBER COMPANY
MEMPHIS, TENN.
Manufacturers and Dealers in High Grade
HARDWOOD LUMBER
WE WANT TO SELL
180,000 ft. 3-8 Common Plain Red Oak
(Two Years Dry)

SAWED VENEER
We can furnish anything you want in
Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum
Also Band Sawed
HARDWOOD LUMBER
Memphis Veneer and Lumber Company
Memphis, Tenn.

J. W. Thompson Lumber Company
MEMPHIS, TENN.
We are making a specialty at our Brasfield Mill of
Quartered Red Gum
in 1, 1 1-4, 1 1-2 and 2 inch thicknesses
Good stock of Ash, Oak and Plain Red and Sap Gum

Goodlander-Robertson Lumber Co.
MEMPHIS, TENN.
POPLAR OAK HICKORY ASH
AND OTHER SOUTHERN HARDWOODS
We make a specialty of MIXED CARS
Send us your inquiries

S. C. MAJOR LUMBER CO.
W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.
WHOLESALE HARDWOOD LUMBER
SPECIALTIES
PLAIN AND QUARTERED OAK, ASH AND POPLAR
Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

GAYOSO LUMBER COMPANY
Manufacturers of
HARDWOOD LUMBER
Oak, Ash, Poplar, Gum, Cottonwood, Cypress, Hickory
SPECIALTY: SOFT ELM
MEMPHIS, - TENNESSEE

"OUR WAY" The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.
"LET US SHOW YOU"
DOOLEY-STERN LUMBER CO., MEMPHIS

E. SONDHEIMER CO.'S BARGAIN LIST

If you are in need of any of the lumber listed below, we can make you very close prices on same as we are anxious to reduce our stock on these items.

400,000 ft. 4-4 in. No. 1 Com. Plain White Oak.
150,000 ft. 4-4 in. No. 1 Com. White Ash.
200,000 ft. 5-4 in. No. 1 Com. White Ash.
70,000 ft. 6-4 in. No. 2 Com. White Ash.
150,000 ft. 6-4 in. 1s and 2s Cypress.
200,000 ft. 6-4 in. Select Cypress.
300,000 ft. 4-4 in. No. 1 Com. Cypress.
150,000 ft. 6-4 in. No. 1 Com. Cypress.
100,000 ft. 8-4 in. No. 1 Com. Cypress.
200,000 ft. 4-4 in. 1s and 2s Sap Gum.
200,000 ft. 6-4 in. No. 1 Com. Sap Gum.
100,000 ft. 6-4 in. No. 2 Com. Cottonwood.
150,000 ft. 5-4 in. No. 1 Com. Gum.

E. SONDHEIMER COMPANY, MEMPHIS, TENN.

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

Louisiana Long Leaf Lumber Co.

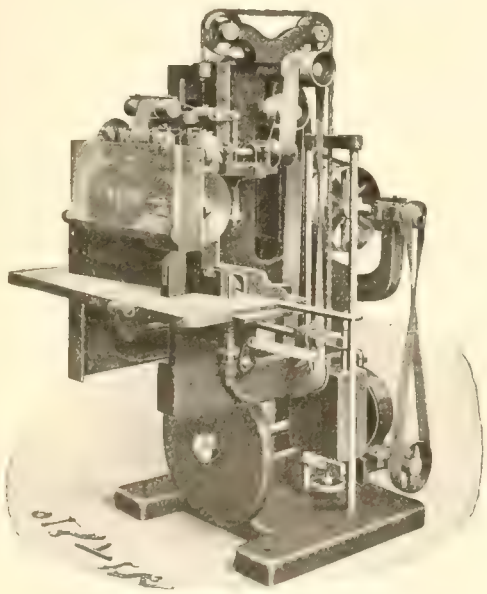
Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

A WORD WITH THE FLOORING MANUFACTURER



NO. 248 UNIVERSAL END MATCHER

If we could show you an END MATCHER that would increase your earnings and profits, you would grasp the opportunity, wouldn't you?

If we could show you an END MATCHER that would Sort, Butt and End Match at the same time without turning the flooring end for end, wouldn't it be worth your while to investigate?

THE MACHINE WE HAVE REFERENCE TO IS OUR
NEW NO. 248 UNIVERSAL END MATCHER

This is a brand new machine and is recognized by experienced flooring manufacturers as the most desirable and convenient machine on the market.

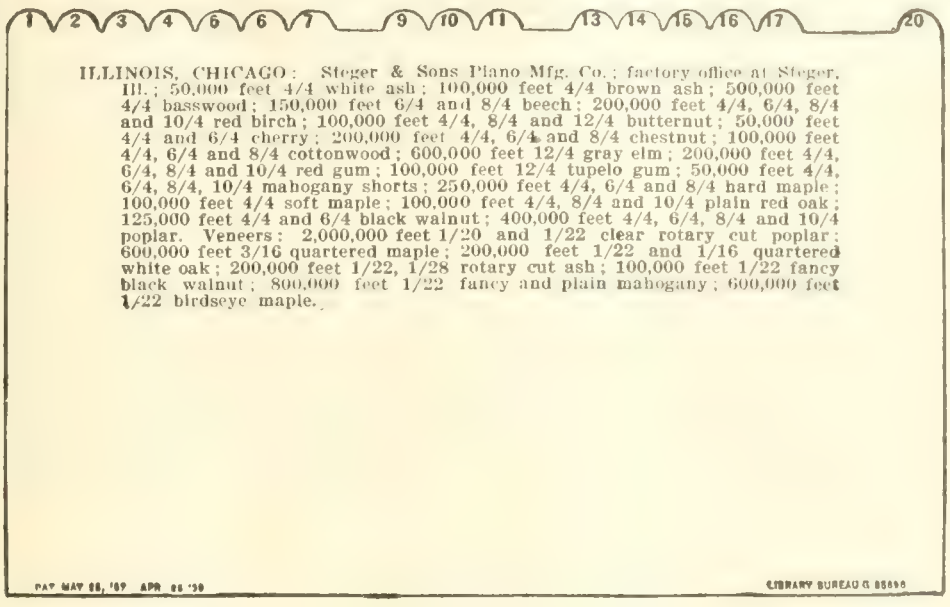
The flooring is worked on edge and held in a stationary position by an automatic clamp, insuring perfectly square ends. Each piece of flooring is passed from one operator to the other as it is finished without interfering with the work of either, thus facilitating the work and keeping the tables clear at all times.

You Are Invited to Write For Large Illustrated Circular

J. A. FAY & EGAN CO., 414-434 W. Front St., Cincinnati, Ohio

Who Buys Hardwoods?

DO YOU WANT TO KNOW?

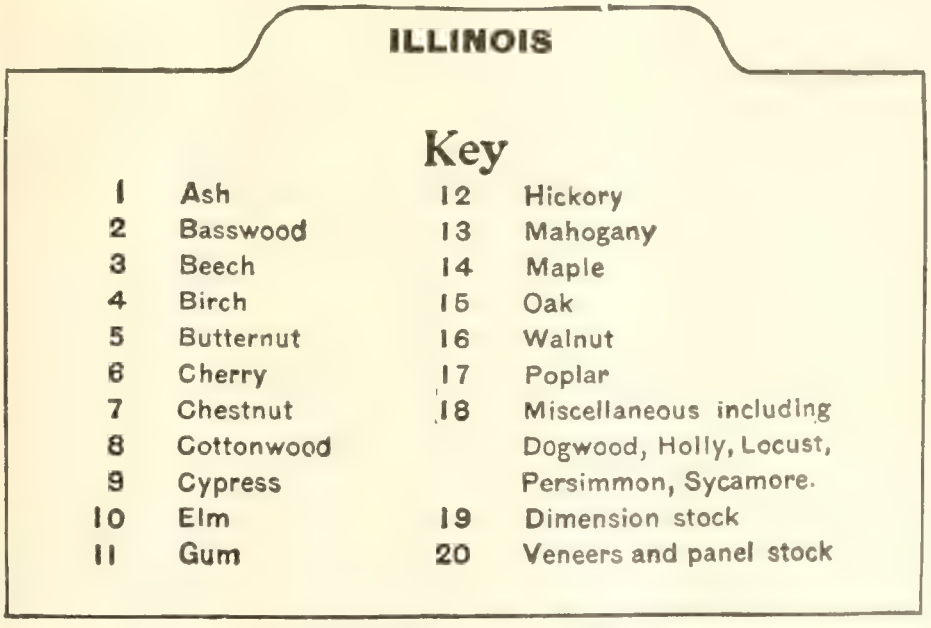


1 2 3 4 6 6 7 9 10 11 13 14 15 16 17 20

ILLINOIS, CHICAGO: Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

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SPECIMEN INDEX CARD



ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town
Name of concern
Name of buyer
Line manufactured
Kinds, grades and thicknesses of lumber
Kinds and sizes of dimension stock
Kinds and thicknesses of veneers
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

HARDWOOD RECORD, Chicago



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

Kentucky Lumber Co.

Manufacturers

CINCINNATI, - OHIO

Operating Saw and Planing Mills in

KENTUCKY, TENNESSEE, MISSISSIPPI AND ARKANSAS

Specialize on Factory Lumber

POPLAR, GUM, OAK, ASH, CHESTNUT, BASSWOOD, BUCKEYE, RED CEDAR, HEMLOCK, WHITE and YELLOW PINE and all Southern Woods.

A Few Special Items Going at Low Prices.

2 Cars 6-4 1 and 2 Red Gum.
2 Cars 6-4 No. 1 Com. Red Gum.
2 Cars 5-4 1 and 2 Red Gum.
2 Cars 5-4 No. 1 Com. Red Gum.
10 Cars 6-4 1 and 2 Sap Gum.
8 Cars 6-4 No. 1 Com. Sap Gum.
1 Car 3-4 No. 1 Com. Pl. Oak.
8 Cars 4-4 No. 1 Com. Pl. Oak.
2 Cars 5-4 No. 1 Com. Pl. Oak.
10 Cars 4-4 Sound Wormy Chestnut
3 Cars 5-4 Sound Wormy Chestnut.
2 Cars 6-4 Sound Wormy Chestnut.
3 Cars 8-4 Sound Wormy Chestnut.
5 Cars 4-4 Factory Com. Poplar.
8 Cars 5-4 No. 1 Com. Poplar.
6 Cars 6-4 No. 1 Com. Poplar.
10 Cars 8-4 No. 1 Com. Poplar.

Send us your inquiries and lets get lined up for your 1911 requirements.

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:
1620 Union Trust Building
Cincinnati, Ohio

MILLS:
Norma, Tennessee
New River, Tennessee

Let us figure with you on any of the following items which we want to move, the quality of which will please you:

15 cars 1 inch No. 1 Common Poplar
10 cars 1 inch No. 2 Common Poplar
20 cars 1 inch No. 3 Common Poplar
3 cars 1 inch Wide Panel Poplar
5 cars 1 inch No. 2 Common Oak
25 cars 1 inch No. 3 Common Oak
25 cars 1 inch Sound Wormy Chestnut
10 cars 1 inch Log Run Beech
4 cars 1 inch Log Run Maple
7 cars 1 inch Log Run Basswood

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

John Dulweber & Co.

HARDWOOD LUMBER

Mills In Ohio, Kentucky, Mississippi, Tennessee

Office S. W. Cor. Findlay & McLean Sts Cincinnati

Distributing Yards McLean Ave., from Findlay to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

2 cars 2½ in., 3 in. and 4 in. Ash
1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.
½ car 10-4 in., 1s and 2s Quartered White Oak
1 car 4-4 1s and 2s, 12 in. and up Plain White Oak

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, - OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

C. C. BOYD & CO.

Manufacturers of

Hardwood Lumber and Veneers

MILLS: { North Bend, O. / Lambert, Miss. } OFFICES: 40 Glenn Building

CINCINNATI, OHIO

WE HANDLE DRY

HARDWOODS

For

Domestic and Foreign Markets

Correspondence Solicited

FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG. CINCINNATI, OHIO

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber - Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO

SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

THE FARRIN-KORN LUMBER CO.

CINCINNATI, OHIO

WE WANT TO BUY

3-8 No. 1 Common Quartered White Oak
4-4 No. 1 " " " "
4-4 No. 1 " Plain " "
4-4 1s and 2s Red Gum
4-4 No. 1 Common Red Gum
5-4 1s and 2s Sap Gum

Stock must be well manufactured, good width and length, thoroughly dry. Quote us delivered Cincinnati.

The Roy Lumber Company

Manufacturers and Wholesalers

HARDWOODS

POPLAR A SPECIALTY

504 PROVIDENT BANK BLDG. CINCINNATI, O.

The Freiberg Lumber Co.

Manufacturers of

Tabasco and African Mahogany Quartered Oak and Walnut Lumber

SLICED AND SAWN VENEERS

McLEAN AVE. AND POPLAR ST. CINCINNATI, O.

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

CINCINNATI

THE GATEWAY OF THE SOUTH

OHIO VENEER CO.

Manufacturers of
VENEERS and thin lumber of every description
Importers of **MAHOGANY** and
FOREIGN WOODS

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: **2624-34 Colerain Ave., Cincinnati, O.**

We are Specialists in

RED GUM

Plain and Quartered

Bayou Land & Lumber Co.

Mitchell Building - CINCINNATI

C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, 100,000,000 Ft.

BENNETT & WITTE

MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who Inspect and Measure their Lumber. We Ship all over the Globe
Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Wire or Write to either

Branch **Memphis, Tenn.**

Main Office **Cincinnati, Ohio** 222 W. 4th St.

RIEMEIER LUMBER CO.

Plain and Quartered

Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS: Summer and Gest Streets, Cincinnati, Ohio

EASTERN BRANCH: Buffalo, N. Y.

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK--ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS SIXTH ST., BELOW HARRIET

CINCINNATI

THE FRANK SPANGLER COMPANY

WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: **CYPRESS AND BAY POPLAR**
COTTONWOOD AND GUM

Direct Shipment from our yards at Memphis, Tenn.

Office, 56-7 Smith & Baker Bldg. TOLEDO, OHIO

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

Little River Lumber Co. Clearfield Lumber Co., Inc.

Sales Office: 218 FRANKLIN BANK BUILDING, PHILADELPHIA

We Want To Move Quick

1 car 4-4 1's and 2's Quarter Sawed White Oak
1 car 4-4 1's and 2's Poplar 18 in. and up Wide
10 000 ft. 4-4 No. 1 Com. Pop. 12 in. and up Wide
4 cars 4-4 Common and Better Maple
8,000 ft. 6-4 1's and 2's Basswood
1 car 4-4 Log Run Cherry
6,000 ft. 6-4 Log Run Cherry
8,000 ft. 5-4 Common and Better Cherry
2 cars 4-4 Log Run Birch

Send Us Your Inquiries For

4-4 Wide Panel Poplar Oak Bill Timber Hemlock.

WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

CHAS. K. PARRY & CO.

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

WE WANT:

Quartered Red and White Oak, all grades, 4-4 to 8-4
4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cyypress
Log Run Basswood

JEROME H. SHEIP

Manufacturer and Wholesaler

POPLAR
CHESTNUT
OAK
ASH
MAPLE

Land Title Bldg., PHILADELPHIA, PA.

THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in No. 2 Common 8-4 Quartered White Oak and All Grades of Poplar and Other Hardwoods.

TOMB LUMBER COMPANY

Manufacturers and Wholesalers

REAL ESTATE TRUST BLDG., PHILADELPHIA

Send us your inquiries

WE ARE OFFERING FOR SALE THE FOLLOWING

4-4 log run Basswood, 50% Common and Better
4-4, 5-4, 6-4, 8-4 Shops, Selects and 1 and 2 Cypress
4-4, 5-4 Sap Gum, No. 1 Common and 1 and 2
4x20, 5x20 and 6x20 Seminole Cypress Shingles

RICHTER LUMBER COMPANY,

Land Title Bldg. Philadelphia, Pa.

WANT TO MOVE QUICK

2 cars 4-4 No. 1 Common and better Ash		2 cars 8-4 No. 1 Common and better Maple	
2 " 4-4 No. 2 "	Ash	2 " 8-4 No. 2 "	Maple
2 " 4-4 No. 1 "	Chestnut	1 car 4-4 No. 1 Com. and Bet. Q'd Red Oak	

Above is Glenray, W. Va., band sawed stock. Write for prices.

D. B. CURLL, Real Estate Trust Bldg., PHILADELHHIA, Pa.

Band Mills, Complete Planing Mills and Dry Kilns

WHITING MANUFACTURING CO., Abingdon, Va., and Judson, N. C.

MANUFACTURERS BAND-SAWED HARDWOODS

Mixed car shipments including Oak Flooring our specialty

We are long on

No. 1 Common Oak Flooring

also want to move several cars of

No. 2 Common Oak Flooring

Write for special price. Address all Correspondence

WHITING LUMBER CO.

General Offices, Land Title Bldg., PHILADELPHIA, PENNSYLVANIA

Mills:

Fenwick, W. Va. Edgewood, N. Y.
Cadosia, N. Y. Forkston, Pa.

Fenwick Lumber Company

Manufacturers

Hemlock, Spruce, Hardwoods

General Offices:
Bennett Building
Wilkesbarre, Pa.

Sales Offices:
Real Estate Trust Bldg.
Philadelphia, Pa.

THE EAST

LEADING MANUFACTURERS AND JOBBERS

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

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Northern and Southern Hardwoods

We must move Two cars No. 1 Common Brown Ash, bone dry stock

Mills at: Swanton, East Fairfield
Bakersfield and Greensboro, Vt.
and Malone and Newton Falls, N. Y.

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BOSTON, MASS.

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Whitewood, Oak, Chestnut, Elm, Basswood Maple and Birch.

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WANTED

Twenty-five cars 1½ inch and 2 inch No. 2 Common Hickory or Tough Elm, green or dry. Delivery October 1st. Terms cash.

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STATION P. CINCINNATI, OHIO BAND MILL AT ST. BERNARD, OHIO

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If you have a dry room why not carry a stock of ornamental parquetry borders? They will round out your flooring business. We have exclusive agents in the large cities. Where we have no agents we will quote direct.

If you do not wish to carry stock and will send us rough sketch of room where you wish borders laid we will at once send you estimate of material required. Advise us of thickness of the flooring with which you wish to lay these borders and show us a sample of your grooving and we will make the borders to match.

Send for our handsome new book showing photographs in natural wood colors. We are sure that you can use our goods and add class to your flooring business.

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Lumber Underwriters

Can Write Fire Insurance on HARDWOOD for less than the regular agency companies.

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WE GUARANTEE OUR GRADES AND MANUFACTURE ARE UNEXCELLED

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HARDWOOD LUMBER — OAK FLOORING — BOX SHOOKS — CARRIER LUMBER & MFG. CO. SARDIS MISS. — BENT WOODWORK — ROTARY CUT VENEER

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100,000' 13" to 17" wide
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Bone Dry

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148 Carroll Street, ST. LOUIS, MO.

Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Northern Territory - - - F. W. Meeker, 355 Dearborn St., Chicago

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Coming Association Meeting

HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The ninth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Tuesday and Wednesday, January 31 and February 1, 1911.

R. M. CARRIER, President. **LEWIS DOSTER, Secretary.**

General Market Conditions.

General business is showing a little improvement. The iron trade reports the receipt of a considerable volume of new business in both rails and structural material, and a fair demand from automobile manufacturers.

The banks at the chief commercial centers are showing a larger reserve, due to increase of deposits and a diminution of loans.

Favorable reports are received from the dry goods industry.

The movement in grain and other agricultural products is large, at high values. There is an increase in actual sales to railroads and corporations, and a fair miscellaneous demand from wood working institutions.

Hardwood values show no change, nearly every item remaining firm at the prices that have been maintained for months past.

The furniture people are reasonably optimistic over their prospective requirements after January 1, but the majority of these institutions are not yet placing many lumber orders.

There is no marked increase at the present or in prospect for hardwood production, although next spring may develop a small increase in the output of northern woods. Desirable items of hardwood stocks still remain in short supply, and the owner is sitting down on his holdings and awaiting buyers. There is perhaps a little overstock in quarter-sawed oak and in sap gum, but very few other items are in a supply that thirty days' normal trade would not exhaust.

There is evidence of a little accumulation in oak flooring over current demand, and some factories are warehousing considerable stock. The maple flooring business seems to be in good shape, and makers of this material are finding a better demand than the oak producers.

Veneer manufacturers report a fair volume of business, but values still remain very low.

The large building operations prevailing in many of the chief cities make the hardwood interior finish and door trade very satisfactory.

Trade in the chief commercial centers is not active, but shows a fair demand.

On the whole the situation is promising, with a good prospect of an increasing volume of business and strengthening of values by the first of the new year.

The Feeling in Wall Street

A big New York commission house in advising against the purchase of stocks at the present time puts out the following catalog of "The Big Fundamental Factor":

1. Weak buying power of the public.
2. Strained banking situation all over the world.
3. High money rates for commercial purposes, which are strangling industry.
4. Continued high prices, high cost of living and high cost of operation.
5. Extremely high prices of lands and high rates, which are checking production.
6. Probability that the Interstate Commerce Commission will not, after several more months of delay, advance freight rates materially.
7. Practical certainty that railroads will order materials and equipment only sparingly for the next few months.
8. Overhanging decision of the Supreme Court in the trust cases.
9. Uncertainty as to what the newly elected Congress will do concerning the tariff, physical valuation of railroads, parcels post, etc.
10. Disturbed labor situation, with the probability of more industrial disturbances.
11. Political agitation in foreign countries, especially in Great Britain.

This analysis covers in a very brief way the general business situation in concrete form, and applies to the hardwood lumber trade as much as to any other line of commercial pursuits.

Bad Economic Situation

It requires neither prescience nor even expert knowledge of hardwood affairs to state that the economic conditions surrounding the hardwood industry are not good.

Generally speaking, the last stand of virgin hardwood timber growing in the United States is in the hands of operators or very close to their possession. The stand of timber is in a limited area,

and, as compared with the high-class timber that has already been cut, is of a poorer quality. In quantity remaining it is infinitesimal as compared with the great area that has been stripped of its growth.

The beginning of the end of hardwood stumpage is in sight. Good timber areas showing a reasonable stand of maple, birch, basswood and elm in the North are very scarce and are held at high prices. In the South desirable tracts of oak, poplar, hickory and ash are equally unobtainable at anything save a very high stumpage value. There remains in reasonable supply today considerable red and tupelo gum stumpage and some other minor varieties of woods. The country is in a decadence of good hardwood timber supply.

When it can safely be estimated that fully twenty-five per cent of the hardwood timber stand in most operating sections is still left in the woods, unutilized, and when fully forty per cent of the total hardwoods manufactured are produced at or below the price realized for them, and that sixty per cent of the total production has to bear the burden of cost and profit, it is perfectly safe to reiterate that the general economic conditions surrounding the hardwood industry are not what they should be.

If there was ever a time in the history of a trade when strenuous efforts ought to be pursued for the logical realization of the now wasted residue of the forest, and for working out problems of utilization and securing a profit from the forty per cent of low grade now produced, the time is now.

There is no logical reason why a good profit cannot be secured from developing in a wholesale way, at convenient points, large and comprehensive dimension producing plants, which shall take low-grade stock as near points of production as possible, kiln-dry it, and reduce it to dimension material suitable for the utilization of the furniture car, automobile, coffin, door, interior finish, flooring and kindred trades. The saving in freights alone makes this business so possibly profitable that it excels hardwood lumber manufacture under the most favorable conditions. This business cannot be conducted to a successful issue as the tail end of the small sawmill operation, but it can be accomplished by grouping low-grade stock at central and convenient points. At these plants the good material contained in low-grade lumber could be put in the best possible shape for remanufacturers, and the makers of the various things out of woods could be easily educated to the purchase of this class of stock. As a matter of fact the RECORD office is constantly deluged with inquiries for high-class dimension stock. This is a subject of equal importance to stumpage owners and lumber manufacturers and remanufacturers of hardwoods in the thousands of uses for which it is employed.

WHERE DO YOU STAND?

The advocates of a universal standard of hardwood inspection and measurement are those people who desire to supply the specific quality of lumber they sell, and to deliver a thousand feet for ten hundred.

Those who oppose a universal standard are the class which deem it good business to juggle grades, and hence fear the unifying of hardwood codes of inspection and measurement as being inimical to their business.

Leaving business morals out of consideration, is a union hardwood inspection code to the best interests of sellers and buyers, or is it wiser to maintain two, three or a half dozen systems?

Isn't it time to find out which is just?

Isn't it time to ascertain how the trade is divided on the subject?

It is up to lumber buyers to demand the facts; it's up to the sellers to declare themselves.

Chicago Leads in Furniture Production

A recent issue of the Chicago Daily Tribune contained exhaustive information as to the rating of the many industries located in Chicago. Among various others mentioned, it took up in detail the manufacture of furniture in this city, and proved by actual statistics that Chicago is by far the leading furniture producing city of the world. The fact that other communities, such as Grand Rapids, which are really centered around their furniture manufacturing plants, are more apt to come to mind upon the mention of furniture production, is undoubtedly because those places are famous only for such commercial activity, and are not rated, as Chicago, as general industrial centers. The manufacturing interests of Chicago, on the other hand, are of such vast proportions and cover such a variety of lines that no one line stands out with any prominence above the others.

Nevertheless it is an actual fact that more furniture is made and sold at wholesale in Chicago than in all the other cities of the country combined. There are 220 factories, employing about 28,000 hands and producing goods in excess of $25,000,000 in value annually. But this city not only leads in actual production; it stands at the head also in general efficiency of sales system. Here have been erected two immense exhibition buildings in which the products of the many manufacturers are on exhibition the year around. While the furniture concerns in this city actually turn out a greater product than those of any other community, the Chicago exhibit forms only a small part of what is shown to the visitor at the Chicago market. Every factory of standing in the United States has its goods on display here, and every art of buying, selling, shipping or handling is offered him to enable him to better get in touch with the retail dealer. The institution of these exhibition buildings marks the awakening of a new epoch in trading. It successfully does away with the jobbers and middlemen and saves the retailer his profit. In addition, the exhibition buildings proper are supplemented by commodious warehouses from which the buyers can be supplied immediately.

Tupelo Gum

Tupelo gum, black gum, or bay poplar, as it is indiscriminately known in the region of its production, is attracting considerable attention and securing an increased volume of demand over a large section of the country, and notably in the East. The wood is being substituted for red gum, and especially for the sap of this wood, and in many cases for poplar. Since manufacturers have learned how to manufacture and season this lumber, it is now going into the market to the manifest satisfaction of buyers. It is being employed in paint work for interior finish very generally, quite extensively as a flooring material, for drop and bevel siding, and also for box and crate material.

This wood grows intermingled with cypress and red gum along the entire fringe of the lower Atlantic coast from the Dismal Swamp to the South, and also in the hardwood and cypress regions of the Gulf coast. While in quantity it does not aggregate as much as red gum, still there is a good deal of it. The lumber shows a large percentage of surface clear stock, largely sap, which is the desirable portion of the wood, in that respect being very

much akin to the hard maple of the North. In appearance it quite closely resembles the sap growth of poplar, especially the particular type of this wood known as hickory poplar. The wood is comparatively light in weight, but somewhat heavier than yellow poplar. Southern manufacturers regard the wood as much more valuable than North Carolina pine, but it requires more expense, time and trouble to put it on the market in desirable form. Manufacturers, of necessity, have to supply well manufactured, thoroughly cured stock to make it a satisfactory lumber product.

Tupelo gum is closely following red gum in demand and in accretion of value. It must be remembered that it is the last substitute wood that grows in any quantity in the United States. Beyond doubt there will be a good increase in both price and popularity of tupelo gum as the years progress.

Natural Color in Wood Finishing

During the last few years furniture makers have placed on the market a large portion of their goods that have been stained and filled in such a dark color as to practically obscure the original grain and tone of the various woods. This has not only been true of oak and birch, but also of mahogany. Alleged mahogany finish in furniture and even in house trim has been executed in a way to absolutely "kill" all the original beauty of the wood.

It must be confessed that the grain of the lower grade furniture production has been darkened largely through economy in manufacture. It is much easier and cheaper for the furniture maker to smear wood to a dark and uniform color than it is to match up lumber and finish the furniture in light and natural tones.

Right now there is a renaissance for the finishing of furniture in approximately the natural wood coloring, and it is a desirable change that is coming about. The various woods are being filled and stained in tones just deep enough to emphasize the beauty of the grain, and the leading producers have ceased to fill the wood with disfiguring pigments.

It must be noted there is a manifest difference between staining to improve the tone of wood and coloring and staining a wood so completely as to obscure its natural color and distinction of grain.

The only excuse for this excessive staining is when light woods like maple or birch are to be made into furniture to imitate mahogany or some of the darker woods, and where wood is improved by heavy staining there is no objection to it. What good taste does repudiate is the "doping" of mahogany, black walnut, Circassian walnut or oak to an extent as to absolutely disfigure the beauty of the grain. The renaissance of good taste in furniture and interior finish is much to be commended.

True Versus Spurious Mahogany

The RECORD is in receipt of a letter from a leading foreign cabinet woods house in which the writer says he has read with a good deal of interest the article in this paper of October 25, written by C. D. Mell of the Forest Service, in regard to true and spurious mahogany. He states it is really too bad that something is not done to prevent this wholesale substitution of inferior woods of all kinds which are sold under the name of mahogany, many times to unsuspecting buyers who really believe they are getting the genuine article, and certainly are paying the price of the genuine.

The writer states that Australian mahogany, Philippine mahogany, etc., are sold as mahogany, when in reality these woods are not mahogany at all, their dull reddish color being the only thing in which they resemble the true wood.

The writer states that the pure food law forbids the adulteration of foods and also the misnaming of same, and suggests that a law be enacted to forbid the misnaming of lumber products in order to sell them to people who are deceived.

Another recent letter received by HARDWOOD RECORD advocates National legislation covering the grading and inspection of lumber. It may be that such legislation will be the logical result of the vast amount of chicanery that prevails in lumber affairs at the present time. If the misnaming of articles of food or medicines is a logical basis for governmental legislation, it certainly would

Equitable Coast Rates on Hardwoods

November 12, in the case of the Michigan hardwood producers versus the Transcontinental Freight Bureau, a demand was set up on the part of the shippers that they were entitled to a return to the seventy-five cent rate from the lower peninsula points that prevailed up to a few years ago in lieu of the eighty-five cent rate now charged by the railroads.

The hardwood men of the lower peninsula insist that their business is jeopardized and demoralized by reason of the seventy-five cent rate prevailing from the northern peninsula and Wisconsin points, and that they are discriminated against. Arguments of both the shippers and railroads were presented, and the Commission took the case under advisement before deciding the matter.

In fairness to all parties interested, it is to be hoped that the same rate will prevail from all the various sections producing northern hardwoods and maple flooring to Pacific Coast terminals.

Prospective Demand for Furniture Lumber

A few days ago the RECORD issued a circular letter to leaders in the furniture manufacturing industry, asking them to analyze as closely as possible their prospective needs in the way of lumber for the next few months. The consensus of replies indicates that the demand for lumber for utilization in the furniture industry will be only moderate for some little time to come, and that but very few furniture makers will be able to determine definitely on the volume of lumber required until after the January furniture sales period. On the whole, it looks as though the demand would only be moderate.

Some manufacturers report that business is fair, and they have hopes of an increased demand; others consider that the outlook is not very bright.

Japanese Oak

Recent references have been made in HARDWOOD RECORD to the inroads that Japanese oak is making in the oak lumber and flooring trade in the Pacific Coast. This situation has been brought about by the excessive freight rates demanded by the trans-continental lines for the movement of high-grade oak lumber and oak flooring from the producing sections of the East and Middle West to the Coast. This duty of the railroads has made it possible to import Japanese oak of a satisfactory quality and at a much lower price than the eastern product can be purchased for.

One Seattle hardwood house says that it has practically ceased to handle eastern hardwood flooring, as Japanese oak is considerably cheaper and is much easier to sell, partially owing to price and partially to the fact that it is exceedingly well manufactured and has better average lengths than the eastern oak, and that the color is very uniform.

A Portland, Ore., house also announces that it is buying very little eastern oak or oak flooring of late since a mill was established at Portland for the manufacture of Siberian oak logs into lumber and flooring, which is being sold at from eight to ten dollars a thousand less than the eastern oak lumber or flooring can be purchased and sold in that market. This situation is duplicated at San Francisco, Los Angeles and other important Coast points.

The crux of the matter is that the railroads have succeeded in accomplishing exactly what the RECORD has prophesied for the last three years they would do by maintaining their excessive west bound freight tariff on forest products. They have simply killed the goose that laid the golden egg and have not only lost their opportunity for a profitable and substantial traffic in hardwood lumber from the East to the Pacific Coast, but they have also destroyed quite a portion of the business of eastern manufacturers of hardwoods.

Pert, Pertinent and Impertinent

The Government's Handy Man

Yes, Uncle Sam is good to me, I'll tell a man that
[illegible]
I've [illegible] and [illegible] and sleep out
[illegible]
So I agreed with Uncle Sam to range, and to guard
the forests free,
But lands! you ought to see the stunts your
Uncle Sam gave me.

I've got to know law on science names for every
[illegible]
I've got to know fine points in law, jest like a
Blackstone shark;
I've got to pick out min'ral land, same as a
blamed M. E.;
And this here ranger job ain't jest what it's
cracked up to be.

It's readin' the Use Book early and late,
Rules by the hundred—get 'em all straight.
Head rather punch cows, but he does what he
can,
Does the Government's handy man.

—DENVER REPUBLICAN

Mary and Her Lamb

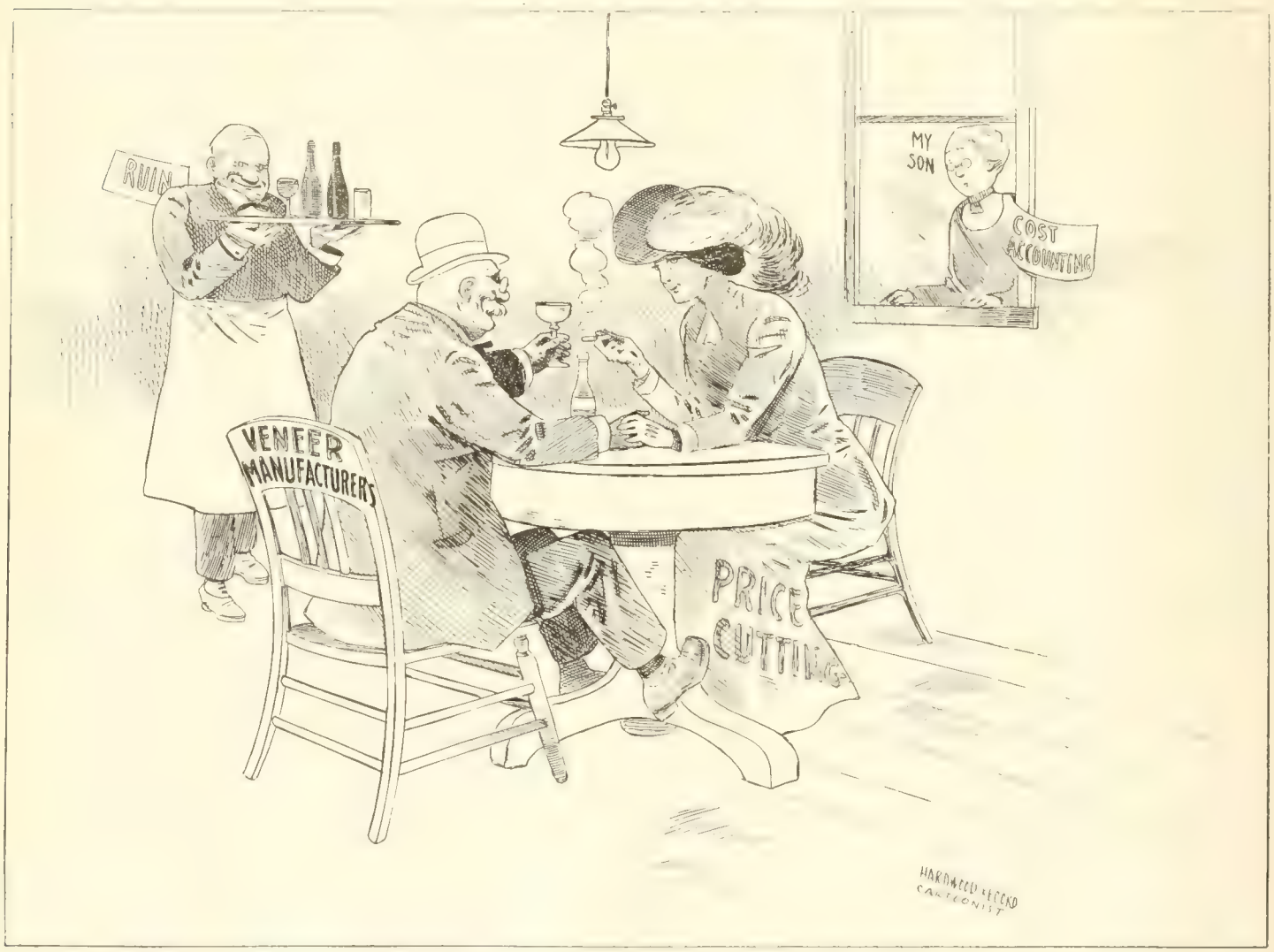
The world has very many lambs, whose owners'
names are hid,
And yet these lambs grew wool as white as
Mary's ever did.
Of course the fame of Mary's lamb is not at all
surprising,
'Twas brought about by out-and-out persistent
advertising.

Fruitless Struggling

"I understand that after waiting twenty years, she married a struggling young man?"

"Yes, poor chap. He struggled the best he knew how, but she landed him."—BROOKLYN LIFE.

The Veneer Industry



Keeping very bad company.

The Union Spirit

At a public school not long ago the children were training for the annual flag day celebration. One boy, in order to show good reason why he should take a prominent part in the ceremonies, said that he had a real gun; another had a pistol; a small girl had a flag, and so on.

Finally, one tow-haired lad of six came up to the teacher, and stood waiting for her to see him.

"Well, what is it?" he asked.

"I have a union suit," he said. "You'll—[illegible]

Well, the advent of the telephone, the old "working nights at the office" excuse has been given a permanent vacation.

Then and Now

He wooed beneath the summer moon
A summer maiden shy,
And when they'd part each night in June—
He said: "Bye-bye, my love, bye-bye!"
The short weeks sped. They're wedded now,
And he, poor man, must sigh,
For every shop they pass, I vow,
She says: "Buy! Buy! My love, buy, buy!"

Cypress Manufacturers in Semi-Annual Convention

The Southern Cypress Manufacturers' Association convened at the call of President Frederick Wilbert in the Grunewald Hotel, New Orleans, La., on Wednesday morning, November 16. The roll call showed an attendance from twenty-two mills.

Following the report of Treasurer E. Swartz, showing receipts of $20,974.61 and expenditures of $20,464.54, George W. Dodge of the Finance Committee made a brief oral report. In the absence of a written report of the Railroad Committee, Secretary Watson read the Louisiana Railroad Commission announcement of the meeting of that body on November 23 to formulate uniform mileage rates on lumber in Louisiana.

John A. Bruce of the committee on grades had no formal report, but said that the number of re-inspected cars had increased during the last six months. He further stated that the majority of the complaints were on grades, with some on thickness and others on condition. The committee made no recommendation, but brought up the question of the size of picket heads, on which no action was taken.

Following this came the report of Chairman Watson of the Committee on Terms of Sale, who read a letter from the Baker-Wakefield Cypress Company, suggesting that the mill be compelled to pay for inspections necessitated by shortages and the report of the Committee on Market Conditions, in which it was pointed out that stocks were rather long and prices a little below the desired plane.

H. B. Hewes, chairman of the Committee on the Utility of Cut-Over Swamp Lands, then submitted the following report:

Report of Committee on the Utilization of Cut-Over Cypress Swamp Lands

It will be remembered that some time over two years ago your committee solicited and obtained the assistance of the United States Forest Service in its researches as to the growth of cypress with a view of ascertaining whether or not it was practical to practice forestry in this wood, and the conclusion reached at that time was that cypress was of too slow a growth under the present method of taxation, to warrant the practice of forestry and that a second cut of timber could not be obtained within thirty or forty years, as is possible in pine or other faster growing woods.

There was evidence to show, however, that when the large timber was cut away from the smaller trees, the latter then grew much faster, but how much faster could not be definitely determined and, with a view of getting this information several trees on logged-over lands were measured and marked on November 20, 1908, and again measured just a few days ago, and now, after a lapse of two years, we find

One tree twenty-seven inches in diameter has increased one and one-third inches.

One tree twenty-five inches in diameter has increased one inch.

One tree twenty-seven inches in diameter has increased one and one-tenth inches.

This shows an annual average increase in diameter of a little over one-half inch, which is more rapid growth than we had anticipated.

These trees were all in one locality and had everything in their favor for rapid development, and whether this same ratio could be maintained over a series of years throughout our swamps we are not in a position to say, but it is quite [illegible] it is possible to practice forestry in cypress, provided a different method of taxation is adopted by the several states in which it grows so as to exempt cut-over lands, devoted to forestry, from taxation absolutely, and tax the timber itself at the time it is cut.

This method of taxation has already received considerable attention at the hands of both the Louisiana Conservation Commission and the National Conservation Congress, which has done to much to mold public opinion to the necessity of conserving our natural resources, and the time may come when such laws will be enacted by our timbered states, but it must come quickly if it is to be of any practical use; for under the present method of taxation all timber, down to the smallest trees, is being rapidly consumed.

Whether the laws of our state will ever permit us to practice forestry in cypress enough is of less importance to members of the Southern Cypress Manufacturers' Association than it is to our neighbors who are manufacturing pine, as we have two strings to our bow, and if we cannot continue as lumbermen, we can at least develop into farmers, as our cut-over swamp lands, composed of rich alluvial soil, are in most instances subject to reclamation, and when drained and cleared will be very valuable for agricultural purposes.

If there is any one thing attracting the attention of the investor today, more than any other in the state of Louisiana, it is the reclamation of swamp and marsh lands.

Our people generally are just now beginning to realize the value of these lands for agricultural purposes, and their superiority, when drained and cleared, over the arid irrigated lands of the West, and it requires no prophet to foretell that it is only a matter of a short time until their superiority will be generally recognized and thousands of immigrants will be flocking to this section of the states to settle these lands while they can yet be purchased at much less than their intrinsic value.

The price of farm lands in the middle and western states is based upon the annual average net revenues they will produce, which is the reason that many today are selling for $200 to $250 per acre, and there is no reason why the same method of valuation should not obtain in Louisiana, and it will as soon as this country is discovered and the farmer realizes the wonderful possibilities that exist here in his line.

Members of this association own over 2,000,000 acres of swamp lands which are being depleted of their timber at an exceedingly rapid rate, nearly all of which is subject to reclamation, and we urge upon the individual owners of these lands to give them the attention they deserve with a view of ultimately converting them into farming lands, the like of which in fertility this country has never seen.

H. B. Hewes, Chairman.

The afternoon session was opened by J. A. Bruce of the Committee on Grades, who recommended the adoption of the rule of the Hardwood Manufacturers' Association of the United States relative to line boards which reads as follows: "In line boards pieces 14 feet and longer shall be given advantage in grade, 12 feet and shorter reduced [illegible]" This was adopted, as was H. B. Hewes' motion that 3-4 tank shop select and first and second [illegible] be shipped [illegible] enough to dress [illegible] dress under the same conditions to 13/8.

The regular business before the meeting terminated in a communication from a contractor read by the secretary, in which he emphasizes the fact that he could not stand the price of $65 for common cypress lumber, and furthermore that upon investigation the price obtained by manufacturers on the same lumber delivered in the same city, No. 1 common cypress was for the very best sale $24.50. The communication caused considerable discussion but no official action was taken. Adjournment followed.

The attendants were:

H. L. Baker, Baker-Wakefield Cypress Company, Plattenville, La.
A. L. Burnett, Baldwin Lumber Company, Baldwin, La.
John Irvine, Bayou Sara Lumber Company, Bayou Sara, La.
Geo. Downs, Brownell-Downs Lumber Company, Morgan City, La.
E. G. Swartz, Burton-Swartz Cypress Company, Burton, La.
E. G. Westmorland, Chalmette Cypress Company, Arabi, La.
L. M. Morley, Morley Cypress Company, Morley, La.
John Deblieux, Levert Lumber & Shingle Company, Plaquemine, La.
George Sundferry, Napoleon Cypress Company, Napoleonville, La.
H. M. Cotten, Cotten Brothers Cypress Company, Morgan City, La.
John Dibert, Lutcher & Moore Cypress Lumber Company, Lutcher, La.
L. W. Gilbert, Dibert, Stark & Brown Cypress Company, Donner, La.
W. H. Martz, Good Land Cypress Company, Chacahoula, La.
George W. Dallas, Iberia Cypress Company, New Iberia, La.
H. B. Hewes, Jeanerette Lumber & Shingle Company, Jeanerette, La.
G. C. Stebbins, Lyon Cypress Company, Garyville, La.
George W. Dodge, Napoleon Cypress Company, Napoleonville, La.
John W. Opdenweyer, Opdenweyer-Fischer Cypress Company, Sorrento, La.
L. H. Price, Ramos Cypress Company, Ramos, La.
J. A. Peterman, Kyle Lumber Company, Frankville, La.
W. H. Gibbons, Menefee Cypress Company, Berwick, La.
John A. Bruce, Owl Bayou Cypress Company, Strader, La.
A. T. Gerrans, St. Louis Cypress Company, Holland, La.
A. C. Johns, Whitecastle Lumber & Shingle Company, Whitecastle, La.
[illegible] Shingle Company, Plaquemine, La.
F. B. Williams, F. B. Williams Cypress Company, Patterson, La.
Leonard Bronson, general manager National [illegible]
George K. Smith, secretary Yellow Pine Manufacturers Association, St. Louis.
Lewis Doster, secretary Hardwood Manufacturers' Association of the United States, Cincinnati.
Frank F. Fish, secretary National Hardwood Lumber Association, Chicago.

H. M. Thompson, conservator of forests for southern Nigeria, states that in wide observations he has noticed that mahogany trees grow three or four rings each year, corresponding, apparently, to the four seasons. Both forest trees and those grown in botanical gardens, he says, [illegible] town of Ilaye, destroyed about sixty years ago, has grown up a forest of mahogany trees, many [illegible] girth.

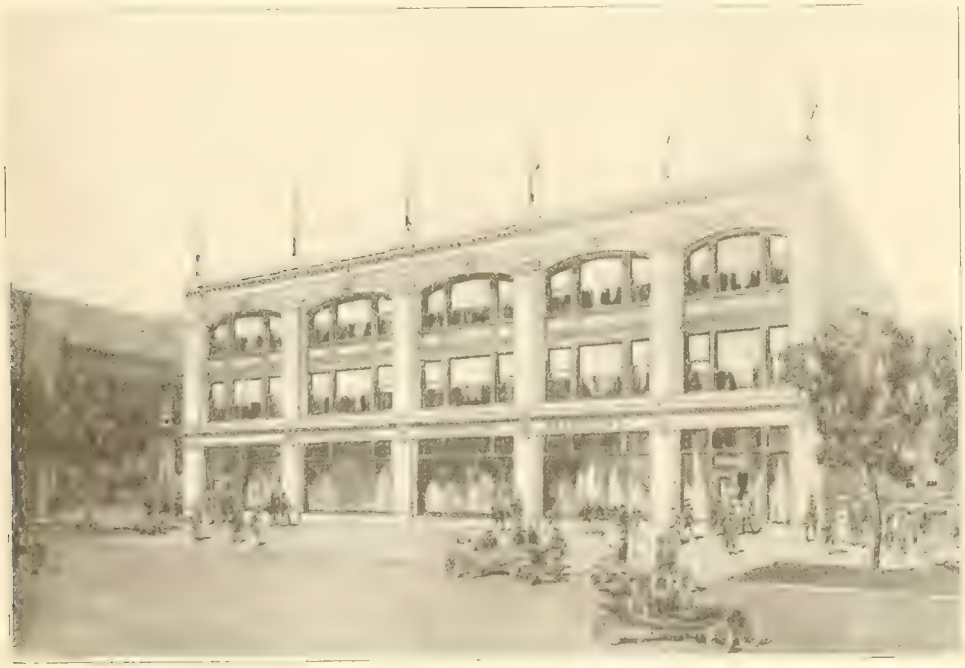
New Home Chicago Machinery Exchange

While Chicago has long stood at the head in the manufacture of furniture and a general line of woodenware, and as a consequence has been the largest consumer of woodworking machinery of various descriptions, it has remained for a Norwegian, Waldemar Giertsen, owner of the Chicago Machinery Exchange, to conceive of and put into operation what might be called a woodworking machinery exhibition building. After years of effort in the woodworking machinery line, Mr. Giertsen has put himself into position where it is possible to complete this plan.

The qualities of the man and of his accomplishments with the Chicago Machinery Exchange have been previously taken up in these pages, but so remarkable have they been that it is not at all out of place to again review the history of his phenomenal success.

Mr. Giertsen began his local career in a stove factory in Chicago, starting at the very first rung in the ladder, but it was not long before he had climbed to a responsible position with the old firm of J. A. Fay & Co. The firm was later acquired by Manning, Maxwell & Moore, and for eleven years Mr. Giertsen was one of its most valuable and faithful employes. His ability, however, soon asserted itself in a desire for independence, and on the first of July, 1900, having interested a friend financially, Mr. Giertsen acquired the old Chicago Machinery Exchange. The original business of the company consisted in dealing in second-hand machinery, but this stock was soon replaced by a complete line of the best types of woodworking machines. Since then the business has grown constantly and uninterruptedly. To take care of this increasing trade it was necessary to acquire additional floor space. Eventually the firm took over the entire building of which it originally occupied but a part of the first floor, and for some time past even these quarters have been much too cramped for the business on hand.

It was with these conditions before him that Mr. Giertsen acquired a new site, where he could erect a building of his own to take care of his business in a way which would make possible future advancement with no restrictions. The site, 100 by 200 feet in dimensions, is located on Washington boulevard, near Ann street. Upon this is being erected a three-story building of mill construction, which will have a floor space of 60,000 square feet. Everything, from office equipment to facilities for manufacture and repairing, will be modern and up-to-date and will be installed with a view to facilitating, to as great a degree as possible, the ability of the concern to handle its trade. The location of the building is ideal for a high-grade machinery store, being of easy access both from the Madison street car and from the Oak Park elevated train, and but a ten minutes' ride from almost any point down town. Furthermore, Washington boulevard will undoubtedly be the main thoroughfare from the downtown district through the West Side to the outlying communities.



NEW QUARTERS OF CHICAGO MACHINERY EXCHANGE

Were the history of the Exchange not a record of actual accomplishments, it would undoubtedly seem a fairy story to some. The remarkable success of the Exchange is undoubtedly due to the quality of the goods handled, the unusual facilities for the best service on all sales and the exceptional reputation Mr. Giertsen has acquired for fair dealing with all customers. Only concerns specializing in woodworking machinery of various types are represented, and only the best types of these machines are handled. The Exchange handles the entire trade of this section for Baxter D. Whitney & Sons, the Hermance Machine Company, Greaves-Klusman Company, McDonough Manufacturing Company, Porter Machinery Company, Beech Manufacturing Company, Crescent Machine Works and the West Side Iron Works. The standard of the goods manufactured by these firms is so widely recognized as to scarcely necessitate mention. It is certain that they represent the cream of the trade among woodworking machinery manufacturers. It is Mr. Giertsen's object to keep on hand a full line, with duplicates, of all the patterns of the various firms represented, enabling him to give the very best of service.

Mr. Giertsen says that besides carrying on the business of the Exchange as in the old plant, he will invite manufacturers of special woodworking machines to take space and desk room in the new building at a nominal rent. The Chicago Machinery Exchange will guarantee to give the exhibits the best of attention, keeping the machines clean and in presentable order at all times, thus offering to such manufacturers an advantageous proposition in that it will bring prospective customers to that building when in search of any kind of woodworking machinery. He expects, he says, to eventually make it the woodworking machinery exposition building of Chicago.

As he plans now, Mr. Giertsen will have represented from fifty to one hundred manufacturers with the understanding, however, that no two conflicting lines will be represented. It will therefore be necessary for any manufacturer contemplating taking space to get in touch with the Exchange at the earliest possible moment. Mr. Giertsen is planning to move in the first of February.

Several concerns have already applied for floor space, but none have as yet been accepted, as it is the intention of the management to make a thorough investigation of every proposition offered before actually renting either desk or exhibition room. Thus customers will be absolutely insured of purchasing from the best manufacturers in their respective lines by going to the exposition building. Furthermore, no machine will be exhibited without its merits having been passed upon by the Exchange. It is only necessary for any one contemplating taking up space to drop a line to the Exchange, which will promptly post them as to the way in which it wishes to handle applications.

Besides guaranteeing to keep all machinery in exhibition in first-class condition, Mr. Giertsen will carry insurance on all exhibits, will have an attendant constantly on hand to take care of such office details as telephone messages, and besides will have a salesman in constant attendance, who, during the absence

of any representative, will be in a position to take care of prospective customers, and if possible to make sales. Taken as a whole the proposition, unique in itself and characteristic of the man who has formulated it, promises everything of advantage to the manufacturer of woodworking machinery specialties, and evidently has nothing to make its ultimate success uncertain. It will [illegible] of vast importance in the machinery trade of Chicago, and as the years go by will with a certainty demonstrate that the ability which has been responsible for the success of the Chicago Machinery Exchange, will carry this new enterprise to the front [illegible] industria[illegible] accomplishment.

Harvards Practical School of Forestry

There are 2,000 acres of timberland in the town of Petersham, Mass., devoted to practical forestal demonstrations carried out by the Harvard Forest School. The policy followed by the management has been carried on for some time, and it is their purpose first to pay the running expenses of the tract in question, as far as protection and development are concerned, and secondly to make it serve as a practical working field for the students. The professor in charge, one of the first men in the United States Forest Service and a well-known authority on the woods of Massachusetts, has been eminently successful in carrying out this policy in the few years during which the tract has been under his supervision.

Not only do the students have the opportunity to acquire first hand information relative to the various problems and phases of the profession confronting the purely technical forester, but they also are enabled through actual experience in the woods to gain a definite and practical idea of the relation between forestry as a science and lumbering as a business. For instance, the senior class actually carries through the entire process of turning trees into lumber, the students themselves doing the manual labor, incident to sawing down, limbing, cross-cutting, skidding and swamping of the trees in the woods, and at the mill it is they who take care of every operation from the time the log is run onto the carriage from the deck to its ultimate destination on the sticks. The principal cut is of pine for sash and blind stock and boxboards, which sells readily in Massachusetts, while of the hardwoods, chestnut is manufactured into ties and planks, and ash, black cherry, elm and basswood are turned into boards.

While the mill used in these operations is of necessity of the portable, circular variety, nevertheless the seniors are enabled to gather data of great value and are further given the opportunity to study the relation of each detail to the market requirements, and aside from this they make valuable notes on the efficiency of labor and of various kinds of tools of all descriptions, both in the woods and the mill operations. Finally, under the counsel of the professor, they work out the expense and profit.

The junior class in the meantime follows up the cutting operations of the seniors in the woods and from data which they obtain from fallen trees, they compile taper and yield tables, and make their stem analysis. They also have innumerable opportunities to get an insight into mensuration and to make tree and stand estimates.

That the policy of the administration of the school which has its practical side, and might very sensibly be applied to [illegible] timber land of sufficient stumpage value, has been a wise one is shown by the gratifying growth of seedlings and sprouts, which have followed in recent years the clearing of areas formerly covered with mixed pine and hardwood. The various other silvicultural [illegible] carried out show equally good results, an excellent growth of seedlings having established itself under the pure pine stands where reproduction thinnings were made three years ago. Considering all things, the school with its policy and the facilities at hand promises to turn out men who will be valuable not only to the forest service but to the practical lumberman as well in solving for him the problem of his future supply.

Some Phases of Handle Production

BY H. B. ALEXANDER

SAWDUST AND SHAVINGS WASTE

In a great many handle plants the waste that goes out through the shaving exhaust system is used to generate steam under the boilers for driving machinery. However, in plants that are operated by gas engines or motors this waste cannot be so utilized, and becomes more or less of a nuisance. At the plant with which the writer is now connected electric drives are used entirely, and the disposal of waste from lathes has become quite a problem. In some localities, shavings are sought after by livery stable men for use as bedding, but it seems that at this place they will not take them as a gift.

Consequently we decided to try burning, and so built a [illegible] long and 4 feet wide, thinking that this would be large enough to take care of our entire waste, and also allow for an increase in the plant. This assumption, however, soon proved itself false, for it was not two months before we found that the furnace was not large enough, and in fact, in that time it was entirely burned out. Then we built a larger one along the same lines, but after four months' service, it met the same fate as the first. Our third attempt was along much more generous lines. We excavated a hole large and deep enough to bring the top of the arch even with the top of the ground, and built the [illegible] inside, 8 feet wide, 16 feet long, and 6 feet high above the grate bars, with a clear ash pit 28 inches deep. The side walls and ends were of red brick, 16 inches thick and lined with fire-brick. The entire furnace was tied together with iron rods in every direction. The arch was then constructed with a flat circle of fire-brick. The brick were laid dry on the centers and then slushed with fire-clay. Another arch was built on top of this, and after drying the furnace was complete.

The method of feeding from the machine was a cyclone system with a heavy iron pipe, letting them down to the furnace on the grate. It seemed to us that we could make some use of the intense heat generated, for drying purposes, and with this object in view let a down draft out of the furnace through a fire-clay tile 12 inches in diameter. This was run through a building 20x40 feet, being buried 10 inches underground. From here it led into [illegible] the right idea as to the amount of heat otherwise going to waste was soon proven. The tiles were so hot that a board placed over them while the furnace was in full blast would take fire inside of two hours. On the other hand, unless a person stood directly over the pipe line he might very readily freeze to death in the winter time if he stayed in the building for any period. We estimated that there was enough heat generated in the furnace to take care of a hundred horse power boiler in good style.

While the furnace was constructed with great care as to material and workmanship, it was a surprising fact that we have never been able to put in an arch that would stand for more than six months. So intense is the heat that it simply pulverizes the fire-brick, which falls through the grate bars and is raked out with the ashes. Since the tile line proved itself of little value for drying purposes, we straightened it out and led it directly to the stack. Now, at times when everything is running full capacity, there is a solid [illegible]

With the present prices of lumber, it seems to the writer a great waste to burn all this timber with absolutely no benefit

to the owner. But we are probably as far from solving the problem as we ever were. Our electric drive costs us about one-third as much as what it would cost to run our plant by steam power, for the cost of the engineer alone, to say nothing of the other incidental costs of steam plants. We figure using about 3,000 feet of maple a day, one-third of that goes out as shavings and sawdust, and in the course of a year this would amount up to a considerable figure. It seems as though waste of this character could readily be made into paper pulp or pressed into briquettes for fuel.

* * *

Did the reader ever have occasion to look into the matter of freight weights on carload shipments? A few weeks ago we had a carload of handles consigned to an Arkansas point. When the car was weighed at the first division point from us we were notified of the weight, and it was so much more than we counted on that we personally weighed bundles of handles of exactly the same kind as those shipped, the scales in the freight station being used. Figuring the car on this basis, it brought the weight about 8,000 pounds lower than the car scales made it. The railroad company then weighed the car again with the same result as the first time. As a consequence we instructed our customer to have the handles weighed by wagon load and pay on that basis. In illustration of the inconsistency of the railroad weighers, the next car shipped was loaded with the same kind of handles and our estimated weight was about 5,000 pounds over that of the railroad company. We are puzzled to know the reason for this disparity, as the two cars handled were made from exactly the same kind of lumber from the same firm received at the same time.

Hardwood Record Mail Bag

Wants Pennsylvania Ash

Wilmington, N. C., November 17. Editor HARDWOOD RECORD. We are in need of some close grained, tough ash to be used in aeroplane construction, and for this purpose are advised we should secure ash grown in Pennsylvania. Kindly advise us where to secure it.

The writer of the above letter has been given the addresses of several hardwood producers in Pennsylvania, and any others who would be interested in negotiating with him can have the address upon application. Editor.

Criticises Record's Liverpool Report

The RECORD is in receipt of a letter from a prominent Liverpool house in which it criticises the mahogany market report from our Liverpool correspondent published in RECORD of October 10. The writer alleged that in the auction sales held in Liverpool on October 5 and 6 prices were shown to be firm and strong. The bidding all through was spirited and a high level of prices was maintained. African mahogany sold very well and it really seems that this wood has come to its own, and the writer does not apprehend a fall in price for a long time to come.

More About Balsa Wood

Maracaibo, Venezuela, October 29. Editor HARDWOOD RECORD. We have read in your paper, issue of 10th of this month, a note about the wood known as Balsa, which is very light and proper to be used in the manufacture of life preservers.

We will send you by next steamer a specimen of this wood, known in our country by the same name, and as it is a grayish white wood, extremely light, and proper for aforesaid use, we think it is the same wood as mentioned in your paper. We are in a position to supply any amount of this wood.

A specimen of the wood referred to has been received at this office and is a duplicate of the specimen recently mailed us from Providence, R. I.

The above writer has been supplied with a list of people who are apparently interested in securing this material and any others who desire the address of this Venezuela exporter can have it on application.—Editor.

Seeks White Pine Veneers

Lafayette, Ind., October 31. Editor HARDWOOD RECORD. Please advise us if you can give us the names of any manufacturers of sawed or rotary cut white pine veneers as we have occasion to use considerable of this stock.——————— Lumber Company.

Any readers of the RECORD who are in shape to produce white pine veneers and want further outlet for their product, can secure the address of the above correspondent, which is a high-class concern, on application at this office.

A Letter on Arbitration

The RECORD is in receipt of the following letter on the subject of arbitration, written by Geo. W. Hotchkiss, secretary of the Illinois Lumber & Builders' Supply Dealers' Association.

Arbitration is a subject upon which my favorable opinion is so well known that I will not enlarge upon it now. Suffice that I am and for years have been one of its most ardent advocates, but compulsory arbitration nullifies the idea of a peaceable settlement and we have no laws which permit us to discipline a member or individual who refuses to submit his differences. One dealer in this state, with whom I have plead for the arbitration of a dispute as to who should bear the expense of an unethical rejection and consequent expense of reshipment, ends the correspondence by saying: "Before we further reply to your plea for arbitration we beg to ask what is your age at nearest birthday." Another informs us that: "You can go to hell." Neither of these are members, but we have two or three members who, while not so insulting, feel the same way. Now how are you going to force such men to "voluntary" settlement? I consider them beyond the pale of reason and they take advantage of the distance to which the shipper must come with the long delay attendant upon a suit wherein the dealer has all the advantage of an ignorant justice and readily picked up witnesses who are ready to swear that the shipment was rotten, and the small amount involved doesn't warrant the expense.

The only remedy I can see is to provide in our by-laws that arbitration is recognized as the ethical and proper method of settling disputes between shipper and dealer, or in disputes between dealers, and that any member refusing to accede to this just means for settlement upon request of the board of directors through the secretary shall be considered guilty of uncommercial conduct and dropped from the association. But in this you lose a member or members of the very class you desire to educate and have made a thoroughly free lance of him and may expect him to emulate the "bull in the china shop."

If the state legislatures could be made to amend the conspiracy laws, recognizing the value of arbitration and giving power to corporations or voluntary association to adopt by-laws for the expulsion of members guilty of uncommercial conduct upon conviction of the offender by the board of management after due examination, it would greatly forward the end in view; but even then a man convinced against his will would raise the cry of trusts and personal prejudice, and it is a question whether the compulsion would not work more havoc than good. If a man is inclined to be dishonest he will take every advantage of the inability of a shipper to go to the expense of coming 2,000 miles on a suit of such a small amount as to turn victory into greater loss.

A general declaration by associations of the wisdom of the arbitration principle would have little effect upon that class of disputants and as the law of this and other states now stands you could not punish him by publicly proclaiming that he had been found guilty of uncommercial conduct without raising the cry of "black list," to adopt which would be in direct opposition to the conspiracy laws.

I am a great friend of the principle of arbitration and I think 95 per cent of our dealers would uphold it as a principle, but what about the other 5 per cent, who, if members of an association when the issue arose, would promptly resign and your hold upon these be wholly lost? It is a puzzling question and we must not forget that the only recourse a claimant could have in the finality would be that involuntary arbitration which is already in vogue through a court of law and a jury of men who have no personal knowledge (in the case of lumber) of the customs of the craft in the matter at issue.

I am strongly in favor of the widest possible discussion of this subject and of strong resolutions at our annual meetings in favor of arbitration as an ethical proposition, but let us not forget our limitations in the matter of enforcement.

GEORGE W. HOTCHKISS.

Interesting Letter from Dr. Schenck

The editor of HARDWOOD RECORD is just in receipt of the following interesting personal letter from Dr. C. A. Schenck of the Biltmore Forest School, whose students are spending the winter months in the German forests near Darmstadt, Germany:

Darmstadt, Germany, November 9, 1910.—Editor HARDWOOD RECORD: Just a line to ask you how you are getting on. Your failure to come to Cadillac was a severe disappointment to me and to the boys.

We had a fine passage to Rotterdam, and a finer one from Rotterdam up the valley of the Rhine, which was clad in autumnal garb. The first two weeks of our stay in the German woods we spent in the "Odenwald," where we inspected a number of communal forests, in which American conifers are being planted on a large scale. No wonder that they are planted: "Americans are doing better than Europeans," and the trees are imitating, apparently, the success of the men. Sweeping as the statement may sound, the possibility exists that Germany should have more white pine by the middle of the century than will be found in the three lake states taken together.

For the last week we have been staying at Darmstadt, in Germany; our real headquarters, situated at the edge of the Rhine valley and between the pineries of the alluvial lands, and the hardwood forests of the hills. At Darmstadt we are in good company—or else in bad—the Czar of all the Russians and his entire family spending a few months here with their relatives, the Grand Duke and Duchess of Hesse Darmstadt. What a poor wretch the Czar of all the Russians is: having control of an area four or five times the size of the United States, and his life not safe in his own house! Here in Darmstadt he seems to enjoy himself, and takes advantage of the safety for life and limb which surrounds him and his family

Yesterday we had the pleasure of a visit from Hermann von Schrenk, whose "Tramp Abroad" is meant to improve the methods of impregnation in the United States. It seems that experts often can learn a little something in Germany though, obviously, lumbering cannot be studied to advantage in this country. Stumpage prices are wonderfully high—for firewood as well as for timber—and second growth has a value which an American would scarcely believe to exist. Just imagine that I have tried to buy thirteen acres of woodland with the trees no higher than a table, and was asked a price of $220 dollars per acre. No need to say that I have not bought.

I wonder what the price of second growth white pine would be in the United States near Cadillac, if such second growth were as safe from fire in Michigan as it is in Hesse Darmstadt. We have seen a few examples of wood products here. For instance, beech flooring impregnated with colophony; six pounds of colophony being pressed into ten square feet of inch flooring. Flooring of that character is absolutely waterproof, and does not warp or twist. A beech floor treated in this way and laid in 1889 was quite the best I have ever walked on. The flooring is joined by grooves here. A very fine groove is cut on both sides of the strips, and the strips are jointed by a band of wooden nails.

Another trick new to me in the flooring line was this: Parquet strips some eighteen inches long and four inches wide were laid together into squares about two feet by two feet. Obviously, it is easier to join the parquet strips in the factory, and to lay them in squares, than to join them on the floor of the house itself. A special kind of flooring, also, is being made of beech, laid on asphalt, to be use in factories, large offices, and the like.

Every day brings some new information, frequently about small details which we have not had time to work out in the United States. I trust that this winter's stay of the school in Germany will be more instructive than has ever been the case in the past. With kind regards,

Yours sincerely,

[illegible]

Delayed in the Mails.

On July 28, 1906, [illegible] mailed a letter through the Chicago post office to the Ingram Lumber Company, Wausau, Wis. Under date of November 7, 1910, this letter and envelope were returned by the Ingram Lumber Company with the notation that it had reached their office on November 4, 1910. The envelope bears all the earmarks of its long hiding in the Chicago postoffice, where it was marked mailed from that office at 1:30 a. m. on November 4, 1910.

It is said only one business letter in a million which passes through the postoffices of the United States goes astray, but this one certainly was the "millionth."—Editor.

Machinery and Materials to Stain Birdseye Maple Veneer

The Bureau of Manufacturers has received an inquiry from an American business firm, inquiry No. 60, that would like to secure the names of firms that can furnish machinery and materials to stain birdseye maple veneer different colors, such as silver gray, oak and mahogany color.

Veneers

HOW THIN SHOULD VENEER BE?

For several years the tendency among veneer manufacturers has been to cut face veneer thinner and thinner. Considerable protest is being made by veneer users, and the question, "How thin should face veneer be?" is now being asked.

At first glance one is not impressed with this fact from studying the annual reports of the veneer industry as compiled by the United States Forest Service, because the greatest quantity of veneer cut is 3-16 thick, with 1-8 occupying next place in point of quantity, and the 1-4 coming into third place. In other words, on the face of the government figures the majority of the veneer is cut thick. This is rather misleading on its face, however, because it does not tell us anything about the thickness of face veneer proper. The great bulk of this comparatively thick stock is used as thin lumber in box shooks, package making and various other purposes not regarded as face veneer.

When we get down into face veneering proper it is evident that the thickness is concentrated around 1-16, 1-20 and 1-28. This applies both in rotary-cut and sawed or sliced. In the earlier days most of the sawed and sliced stock was from 1-16 to 1-20 but much of the rotary-cut stock ran up in thickness from 1-16 to 1-8. That is, of the stock for face veneering proper. There is still a large quantity of face veneer cut 1-8 to use in millwork and other places where the trade calls for plenty of body in the veneer for facing off.

But among the principal face veneer woods there is a strong tendency to concentrate between 1-16 and 1-20, and it looks like another year or two will see the bulk of all face woods cut 1-20, except mahogany and such imported woods which are commonly cut now 1-30. Here also a downward tendency is noted, for mahogany was formerly cut 1-20 and 1-28 with 1-28 as the main standard. Now, there is four times as much mahogany cut 1-30 as is cut 1-28 and there is very little of it cut as thick as 1-20. In fact, mahogany has centered around the 1-30 thickness and both in rotary and sliced stock this may be accepted as the general standard now, which is at least two points down in thickness from what was the practice a few years back.

Therefore, as stated above, the question now confronts us of how thin or how thick face veneer should be. There is evidently a tendency [illegible] an extreme, and according to some veneer users has already gone too far, because it makes veneer using difficult and does not leave enough to glue up and finish properly. On the other hand, it is argued that in the finest kind of work all that is wanted is a very thin face of veneer not thicker than a piece of paper after finishing and the body work should be constructed independent of the face, properly cross-banded, and balanced [illegible] the construction work whatever, and because of this fact should be handled as a facing material only, and to get the most beauty of [illegible] be cut just as thin as the nature of the work [illegible]

There is evidently room for some difference [illegible] in practice. The door and millwork people generally use veneer 1-8 inch thick, also some of this thickness is used in furniture panels, but in the finest furniture work as well as other high-grade cabinet work, there is not much thick stock used. It is fine and [illegible] in body than a good coat of paint or a sheet of paper.

It is likely that there will be a good deal of argument back and forth before we do finally determine which is the best and most practical thickness for veneer. The one thing we do know right now is that the trade, especially the manufacturers, have been following the tendency toward thinner stock, and sometime somewhere along the line there will have to be a halt called and a reckoning as to what is the best thickness to cut.—J. Taylor Wood Craft.

* * *

The Maley, Thompson & Moffett Company, prominent Cincinnati hardwood and veneer house, which for sometime past has been operating a local wholesale and export storage yard at the foot of East Thirtieth street, Manhattan, has just centered its business on new property recently acquired at Richards and Delavan streets, Brooklyn. It is located in the heart of the Atlantic basin export shipping district, where the company secured four corner lots admirably situated for the carrying and shipment of stocks for either domestic or export trade. The old yard at East Thirtieth street has been closed. Concurrently, the local office of the company has been transferred to 65 Beaver street, with a branch office in the Brooklyn yard. The company is stocking up with a complete line of lumber and veneers and will be in better shape than ever to carry on its business of export as well as quick shipments to the local trade.

* * *

Veneers and veneer finish will be manufactured by the newly organized Deco-Veneer Company of Indianapolis, Ind. The company has been incorporated with an authorized capitalization of $20,000 by Henry Doli- [illegible]

Special machinery that will practically double the capacity of the plant is being installed by the Veneer Package Company, of Indianapolis, Ind., and salesmen will be placed on the road to extend the business.

H. P. Spaeth, W. L. and Ella Hoskins, Charles Stargerwold and Thomas Thomson have organized the Southern Indiana Veneer Company at Indianapolis, Ind. The company is planning to establish a plant at Milan. It has been incorporated with an authorized capitalization of $10,000.

The Badger Basket & Veneer Company of Burlington, Wis., recently shipped seven car loads of baskets in six days, which sets a record for that thriving concern. The force is still working three nights a week but is unable to catch up with orders. Most of the large shipments last week went to northern Wisconsin cities.

The National Veneer Products Company of Mishawaka, Ind., is constantly adding to its working force. A very satisfactory amount of orders is being received this early to take care of the next traveling season's demand for the popular and serviceable product of the company.

Herman Rominder of the firm of Rominder & Co., veneer brokers, Manchester, England, where a new trunk factory is now under construction, in which he is interested. Mr. Rominder is in excellent spirits and says the indications are good for a fine trunk business in Europe. The veneer will be shipped from America to the Manchester plant.

Geo. A. Hassinger who had been planning the erection of a veneer and box factory in Algiers, La., has given up the project for the time being. However, he states that he is now considering another industry for Algiers, which will be on a smaller scale than the first one considered, and will involve less capital. It will be in the nature of a veneer factory, with facilities for producing a very fine quality of veneer, such as is used in the construction of the better grades of furniture. Mr. Hassinger says that the latter project depends upon the outcome of a conference with interested parties from Houston, Tex. The veneer and box factory which was first proposed to be erected in Algiers was to be owned and controlled by a corporation organized under the laws of the state and have a capital stock of $50,000.

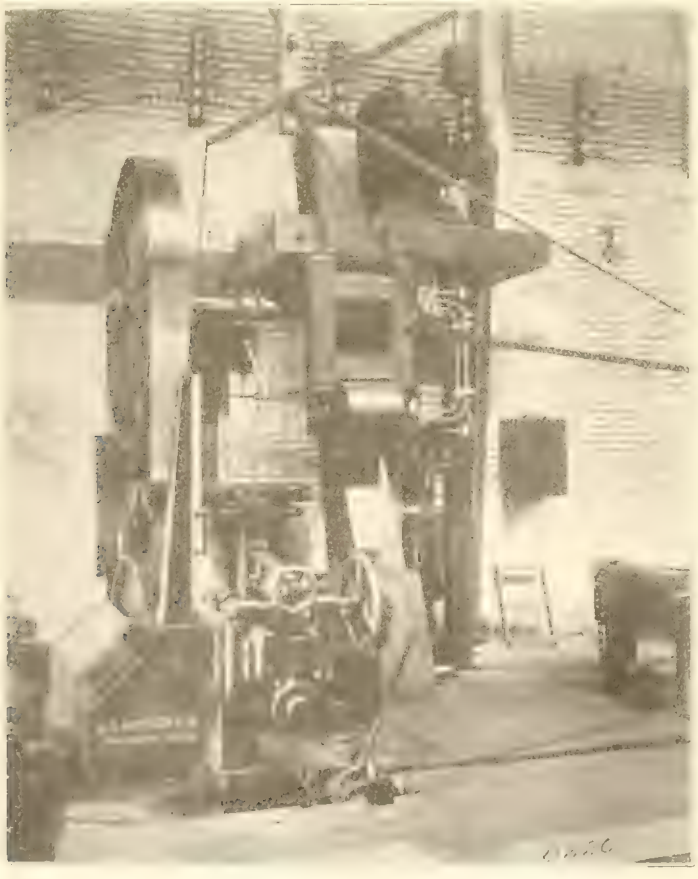
Electric Power in Woodworking Plants

Many handlemen and woodworkers who use the refuse from their mills to feed the boilers, consider that their power consequently costs them nothing. W. D. Gill & Son of Baltimore, Md., have found that their electric power costs them "less than nothing", at least, it is less expensive than steam power, which they abandoned about a year ago, when they installed motor drive throughout their mills and yards. The motor installation is an excellent one. An inspection of the works satisfies one of the economy, cleanliness and ease of operation of individual motor drive and central station service; no better argument for electric power could be put forth.

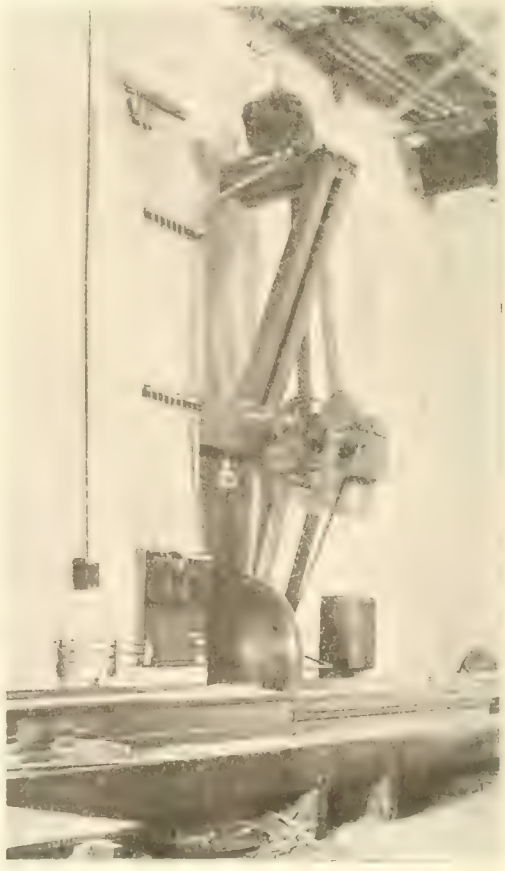
Wm. D. Gill & Son are manufacturers and dealers in longleaf and shortleaf pine. The timber is manufactured and purchased in Georgia, Florida, Alabama and Mississippi, shipped to Baltimore by way of water and rail, marketed widely through the eastern and east central states. The yard has a storage capacity of 15,000,000 feet. There are three sidings run into the yard from the Pennsylvania and Western Maryland railroads; the Baltimore & Ohio cars are brought to the docks on car floats from Locust Point. The docks have a frontage of 500 feet on the Patapsco river.

The absence of sawdust and shavings in the planing mill is striking to the visitor. Every machine is equipped with a fan that sucks the dust and shavings into sheet-iron pipes, which deliver them into the collector.

The fact that this operation is accomplished by the same motor that operates the machine is notable. This means a double saving. It does away with the use of separate motors which would necessitate extra space for the purpose, as well as the additional cost of the motor installation. The cleanliness accomplished by this method of removing shavings and sawdust makes the work most agreeable for the operator, is a saving on the machinery and an elimination of a fire risk.



HEAVY BAND RESAW DRIVEN BY 75 H. P. MOTOR



60" SWING CROSS CUT SAW DRIVEN BY 15 H. P. MOTOR RUNNING AT A SPEED OF 900 R. P. M.

The clever method in which the smokestack of this firm's old steam plant has been utilized might prove suggestive to others making the change from steam to electricity. Instead of leaving it a dead loss on their property they have converted a portion of the inside of it into a fireproof vault for valuable papers, while on the outside an enormous sign, which may be seen for miles down the river, advertises their business to incoming and outgoing steamers. An interesting fact in regard to this, told with pleasure by William D. Gill, has to do with the company's insurance since installing electric power. When issuing new policies, the insurance company decided that this firm was a particularly good risk, despite the fact that it is a wood-working establishment, and the firm was given the lowest possible insurance rating on that account.

Among the motor drives in the planing mill [illegible] following may be taken as typical:

The band ripsaw is driven by a 15 horse power motor [illegible] by belts to the driving pulleys of the saw and [illegible]. The [illegible] smoothly over the motor.

The [illegible] is driven by a 75 H.P. motor direct connected by a belt to the driving pulleys of the planer. The shaft of the planer is extended to take [illegible] 45 inch fan. The motor runs at 1,200 r. p. m., the fan at [illegible] and the planer at 1,000 r. p. m. A drum type controller with its grip resistance for starting the motor can be seen in the picture.

Besides the motor drives illustrated, there is a group drive in the repair shop where a 5 horsepower motor operates several small machines used in sharpening tools and saws; there are three electric monorail trolley hoists



26" MOULDING MACHINE DRIVEN BY 75 H. P. MOTOR DIRECTLY CONNECTED BY A BELT TO THE DRIVING PULLEYS OF THE PLANER

A heavy band resaw is shown in Fig. 1. The [illegible] little to one side of the machine. When it is desired to start up the machine the switch is thrown in and the motor run up to its normal speed; then the binder is applied gradually; the belt slips slightly on the motor pulley and takes up the resaw load by degrees. The resaw has an 8-inch blade and runs at a speed of about 5,000 feet per minute. The 25-inch fan used in connection with the saw has a speed of 2,500 r. p. m. The 75 H.P. motor driving the [illegible] at a speed of 720 r. p. m.

Fig. 2 gives a good view of the 60-inch swing crosscut saw. This is driven by a 15-H.P. motor, running at a speed of 900 r. p. m.

[illegible] the derrick hoists in the yard for piling and [illegible]

[illegible] installed in the yard an electric variable speed hoist driven by a 50 H.P. wound rotor type motor, equipped with an electric brake and controlling resistance. This hoist is used for discharging the vessel cargoes of timber and lumber.

[illegible] 60-cycle, 220-volt circuit, and are protected by type H oil circuit breakers. The electrical equipment [illegible] Electric & Manufacturing Company, East Pittsburg, Pa.

Michigan Forestry Annual

[illegible] President, Charles W. Garfield, Grand Rapids; [illegible] tary, Henry G. Stevens, Detroit; treasurer, W. [illegible]

[illegible] school, after which interesting and illustrated [illegible] expert of Chicago; Prof. Walter Mulford and Prof. Roth of the University of Michigan for- [illegible]

[illegible] dress of President Garfield, and various reports.

[illegible] situated in Roscommon and Crawford counties, [illegible] Marcus Schaaf, makes his headquarters on the [illegible] protection his undivided attention. During the [illegible] by fire on either of the two reserves.

[illegible] million trees at the actual cost of production. [illegible]

"The Commission believes that true conservation [illegible] forest reserve lands. It is unfair to any community to keep from the tax rolls large bodies of land without assisting in some way in the building of highways and the maintenance of [illegible] reserve lands. Roads make good fire paths and are desirable in getting help in and out in case of danger. Last year the commission paid $900 in highway taxes in Roscommon and Crawford [illegible] highways around and across the reserves. Let [illegible] gressive movement, one that will improve the country instead of hindering its development. [illegible] realize that conservation does not mean the closing of the school house, non-construction of roads and general improvements, then the whole situation will take on a new aspect with them and they will be in hearty accord with the work. More money is needed and we ought to have at least $30,000 a year. Whether this work progresses to any extent or not depends upon the next legislature, and the action taken by the [illegible]

At the afternoon session the important part [illegible] the gospel of forestry was discussed. [illegible]

[illegible] recommending that its powers be broadened and that appropriations for the work be largely increased.

News Miscellany

Meeting New Orleans Lumbermen's Club

The Lumbermen's Club of New Orleans held its monthly dinner on November 8, which, as usual, was greatly enjoyed and largely attended.

Following the dinner the regular monthly business meeting was held. The membership committee presented the names of L. M. Poole, of the Louisiana Hardwood Lumber Company; Sig. Levy, of the Globe Packing Box Company, and D. T. Rees, of the Rees-Scott Company, all of whom were duly elected to membership in the club.

W. E. Hoshall, president of the club, then gave notice of his intention to offer an amendment to the by-laws increasing the membership committee to five, stating that it would be discussed further at the next meeting. Frank B. O'Leary, of the transportation committee, called the attention of those present to a meeting of the lumber traffic officials, to be held in New Orleans on November 17, and suggested that his committee be instructed to represent the club. The suggestion was approved with an amendment offered by Mr. Hoshall urging that every member who could do so attend the meeting and work for action to persuade the Western Weighing Association to accept as its standard the estimated weight on lumber.

Under the head of new business Mr. Hoshall discussed local port charges. He told of receiving a letter from an eastern buyer who wanted cypress and preferred the Louisiana wood, but declared that the wharfage charges at New Orleans were too high. Some of the cypress contingent suggested that Mr. Hoshall advise his correspondent to buy and ship out of Morgan City, where the lumber and other interests have dredged a channel of moderate depth through Atchafalaya Bay, and whence a heavy cypress tonnage is shipped by coastwise vessels.

D. B. Alexander, acting chairman of the entertainment committee, moved that the date of the December meeting be changed from the second Tuesday to the 20th, as his committee wanted to arrange for an old-fashioned Christmas celebration. The motion was carried amid great enthusiasm.

Antoine Gobers, of Antwerp, and Edgar Cahn, both guests of the club, gave informal talks on various branches of the lumber trade.

Secretary Palmer was requested to write to Mrs. A. M. Love, widow of the prominent Mississippi lumberman recently killed in an automobile accident, tendering her the sympathy of the club in her bereavement and expressing its deepest sympathy at Mr. Love's untimely death.

There being no further business, the meeting then adjourned.

Meeting Memphis Lumbermen's Club

John W. McClure, vice-president of the Lumbermen's Club of Memphis, who acted in the capacity of president in the absence of S. C. Major at the club's regular semi-monthly meeting, held November 19, was authorized to appoint a committee of five to take steps looking to the realization of a permanent home for the organization. There has long been a desire for such a home and this is becoming stronger because of the large membership and because of the relative size of the Lumbermen's Club of Memphis as compared with other similar bodies of local lumbermen in other cities of the United States. The subject was discussed at some length and the committee which is to be named by Mr. McClure will look into the feasibility of the plan at an early date.

Fred Peabody of the Peabody Lumber Company, Isaac Thompson and W. L. Toney, the latter of Bernice, Miss., were elected members at this meeting, the two former active and the latter associate. This brings the total membership to 179 and makes the Lumbermen's Club of Memphis the largest organization of its kind in the world. The club has always been an important factor in the lumber industry of this city and section and has likewise taken a leading part in many matters of national interest and importance. It is anxious, however, to greatly enlarge its scope and to make itself of more value to its members and a number of those composing the organization feel that this could be accomplished through the establishment of a permanent home, where the members might meet daily in social and business intercourse. It was announced before the meeting was assembled that it would be given over largely to the discussion of plans for enlarging the usefulness of the club, and this was the most feasible plan possible, if one may be allowed to judge from the length of time devoted to the discussion thereof to the exclusion of practically every other suggestion. Forty-four members were present at the meeting and it was quite clear that they were strongly in favor of building a home or securing one on as favorable terms as possible through lease or other means. However, the details are to be worked out by the committee.

The election of officers, as previously announced, will be held December 17, and it may now be stated that the nominating tickets and the candidates they name will be made public at the next regular meeting, to be held December 3. The new constitution and by-laws provide that the campaign shall not extend over a period of two weeks, with the result that the candidates cannot be declared until within a fortnight of the date set for the actual election. The old campaigns were long drawn out and created factional lines in the club, and the short "whirlwind" campaign of two weeks, which was first tried last year, is regarded as much more satisfactory from every standpoint. There will not be anything in the way of spirit lost because of the shortness of the time. On the contrary, lack of a long period in which to work will bestir the candidates to a high pitch of activity and there is no doubt that every member of the club will be properly solicited to vote for the heads of both tickets, as well as for all the other offices in the gift of the club.

S. C. Major, president of the club, is still away on his honeymoon, but he is due to return about the first of December, when he and Mrs. Major will be at home at the Hotel Gayoso. J. W. McClure has presided at the last two meetings and has shown himself a very competent presiding officer.

Manufacturing Lumbermen Underwriters in Prosperous Condition

The annual statement of the Manufacturing Lumbermen's Underwriters, Harry Rankin & Co., attorney in fact, Kansas City, Mo., must certainly be a cause for considerable satisfaction to the many subscribers to that association. The statement is dated November 1, and is the twelfth annual report, the association having been organized November 1, 1898.

According to a letter addressed to the members of the organization, the office of that body took the initiative on January 1 in a reduction of rates, cutting down the premium income of the association $40,000. While it might be expected that this would result in a reduction of the percentage of underwriting savings, it is, on the contrary, a fact that, though the insurance in force was increased practically $3,000,000, the losses were $10,000 less than those of the previous year. This means on the face of it that the percentage of savings was greater than for 1909.

According to the report, savings returned subscribers since November 1, 1909, aggregated $192,676.01, yet the surplus has been increased $110,802.23, making a total of dividends paid of $573,834.99 and a total surplus at the credit of the members $795,071.90. The interest figure itself has reached a very respectable total of $143,457.18, which is really equivalent to an equal reduction in losses.

The total list of members shows a membership at present of 284, being a net increase over the last list of 35, which is particularly pleasing in view of the 18 cancellations during the year. It is a notable fact that an unusual number of these were made on account of the continued unsatisfactory conditions of the plants as determined by regular inspectors. While the necessity for these cancellations is regrettable, still it is the determination of the Manufacturing Lumbermen's Underwriters to uphold a high standard of cleanliness and order in each plant, a position which cannot but be commended by every fair minded manufacturer. As a result of this policy the loss ratio has been steadily reduced for four consecutive years, and at the same time the insurance in force has been increased $10,500,000. The statement of assets and liabilities for the year, signed by a certified public accountant, shows that the total assets on hand November 1, 1910, were $1,366,635.04, with a total to the credit of subscribers of $1,338,071.90. The list of subscribers to the Manufacturing Lumbermen's Underwriters covers twenty-five states, Louisiana being in the lead and Texas next. The field of operation extends from British Columbia to Florida, and the subscribers represent the very best of the industry.

J. H. Sheip Makes Important Purchase

Jerome H. Sheip of Philadelphia, Pa., manufacturer of cigar box lumber, has purchased the entire plant of the Bacon-Underwood Veneer Company at Choctaw Point, Mobile, Ala., situated on Mobile Bay. This plant has been in the course of reconstruction for the last three months, and with additional buildings and new machinery of the most modern type of veneer saws, planers, dry-kilns and veneer and imitation veneer machinery it is prepared to furnish the trade with cedar veneered and imitation and all kinds of thin cigar box lumber. The plant will make bay poplar of the soft, high-grade variety from the Mobile river belt its specialty. Over a half million feet have already been sawed and put on sticks in the yard for air drying. Mr. Sheip's experience for the last twenty-nine years in the cigar box manufacturing business gives him an appreciation of the needs of the cigar box manufacturer and enables him to erect and locate a plant that will meet the needs of cigar box lumber consumers at the lowest prices consistent with even, reliable quality. All his lumber will be sawed, air dried and run through patent roller kiln driers before finishing. Mr. Sheip has been spending some time at his mill attending to affairs there.

Veneer Man Honored

Members of the veneer industry will be glad to know that M. W. Perry, head of the Ahnapee Veneer & Seating Company of Algoma, Wis., was elected state senator on the regular republican ticket in the first senatorial district of Wisconsin at the recent election. He was opposed by the regular democratic nominee and also by an independent insurgent republican, and won out with a plurality of 436 over the democrat and 1,016 over the insurgent.

Mr. Perry is well known in the veneer and panel trade and established the great business of his house at Algoma nineteen years ago. His election is an encomium to the regard in which his abilities are held by the people of his district.

Mears-Slayton, the Pioneer Chicago Concern

Among the lumber houses of Chicago, the premier distributing point of the country, that of Mears-Slayton stands out in the foremost rank. The organization of this concern can be traced back to the pioneer days, when the firm of C. Mears & Co., established in 1851, was one of the leading organizations of its kind in the city.

Charles Mears, whose name comes to the mind of anyone going over Chicago lumber history, retired from the original firm in the early '60's. Nathan Mears and Ely Bates succeeded him, the style of the concern being changed to Mears-Bates & Co. This concern prospered for years, and at the death of Mr. Bates Nathan Mears' son, Charles H. Mears, was taken into the firm, which then took the name of N. & C. H. Mears. In those days the mills of this concern, located at Duck Lake, Lincoln and Mears, Mich., were the largest at that time supplying the Chicago market.

The yards and plant of the present Mears-Slayton Lumber Company, 1237 Belmont avenue, Chicago, and the branch at 105-23 Chicago avenue, Evanston, give evidence of the broad foundation on which the pioneer concern was founded. In scope this company covers the entire city trade, besides doing an extensive business selling to outside points. It has maintained its old reputation for superiority in all lines of endeavor. The always sound management of the concern, coupled with its excellent supply of timber, its superior shipping facilities and unusually good means for delivery, have made the name Mears-Slayton one of the most potent in the western lumber trade.

The prestige of the present concern is a forceful illustration of the power of an unsoiled reputation. The business house which can stand the trials of two score years of active competition is indeed beyond the ordinary, and in proportion, one which has passed successfully through sixty years of active endeavor, is even more remarkable. That the Mears-Slayton Company has come down through sixty long years of its existence and still maintains a leading position in its line of trade is a sure indication that it has passed through the initial stages of experiment and formation to which its younger competitors of the present day have yet to make their way. The mere name itself is a stronger sales argument than can be advanced by the most ingenious salesman of a concern with a lesser reputation. When a house can show the names of patrons which it has carried on its books since its inception it needs no further endorsement in the minds of any sane business man. Its quality is surely established, and hence the Mears-Slayton Lumber Company is entitled to the purple of commercial aristocracy.

H. A. Hoover Appointed Chief Inspector of the National Association

On October 1, 1910, H. A. Hoover was appointed chief inspector for the National Hardwood Lumber Association, succeeding F. P. Southgate. Mr. Hoover's headquarters will be at the executive offices, 1012 Rector building, Chicago, Ill., but it is expected that he will spend most of his time during the first year at least, among the inspectors of the association who are stationed in all the principal producing and consuming markets throughout the United States.

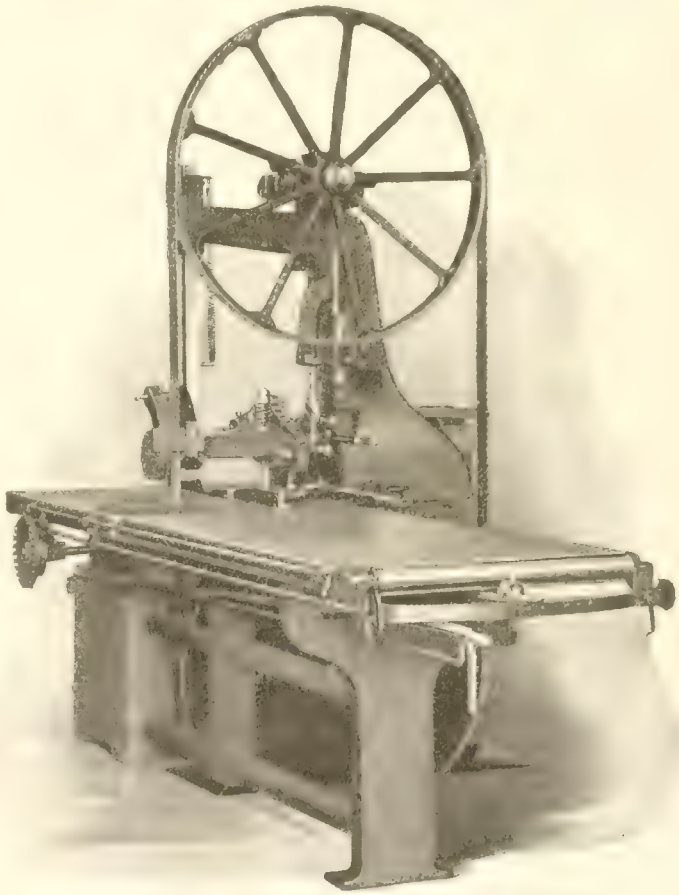
Mr. Hoover was born at Oil City, Pa., in 1872. His first experience in the lumber business was in 1890, at the early age of eighteen, at which time he engaged in the hardwood sawmill business at Nashville, Mich. In 1904 he entered the employ of the Studebaker Brothers Manufacturing Company at South Bend, Ind., as hardwood buyer and inspector, where he remained about one year, resigning to accept a position with the Leavitt Lumber Company as southern manager and buyer. He continued in that capacity about one year, when he accepted a similar position for another prominent Chicago wholesale dealer and spent much of the time during 1908 and 1909 [illegible] point.

In the fall of 1907 he entered the employ of the National Hardwood Lumber Association as an inspector in the Chicago district and a short time later was transferred to Philadelphia as the chief deputy inspector for that market. During the past three years Mr. Hoover has had entire charge of the Philadelphia inspection work of the National Hardwood Lumber Association and has also handled many of the more important inspections at New York City, Boston and Baltimore.

New Power Feed Band Ripsaw

We are illustrating on this page a type of machine which is daily coming into greater demand. It is from the shops of William B. Mershon & Co., Saginaw, Mich., the well-known manufacturers of band resaws and band ripsaws. They write us as follows:

The cut which we are sending you today



W. B. MERSHON & CO.'S NEW BAND RIPSAW

represents the results of our latest labors in the line of band sawing machinery—in many respects, we believe, it represents a decided improvement over anything heretofore attempted. Previous to this our No. 1 band ripsaw has been built with the ordinary square table top, which, for most purposes, is all that is needed and is entirely satisfactory.

"At the same time there are some classes of work for which the long table in front of the saw blade is desirable, and it is to meet this demand that our present ripsaw with the extension front has been designed.

"Heretofore these table extensions have proved a source of weakness to the machine proper, as they would sag and get out of line and would thus render it difficult to make those adjustments which were operated from the extreme front end of the table, or, rather, which [illegible] point.

In the present [illegible] the method of attaching the table to the machine is such as to really add to its stability. The table support being rigidly joined to the [illegible] spread of base thereto, and makes the machine stand much more solidly and securely in position than if there were no table extension at all. Further, the table extension interferes in no way with the removal of the saw blade for sharpening, etc.

"We would call attention to the following points:

"The press roll is instantly raised and lowered or set for the ripping of different thicknesses of boards, planks and timbers by the two rods and handles shown in the upper left hand forward corner of the table.

"The feed is stopped and started and increased or diminished by the two handles seen beneath the table, and the guide or fence is set so as to rip any desired width by a lever with dog attached engaging with the notched bar, also shown at the front end of the table.

"It will be noted that all of these adjustments are made from the one position, and that is a convenient one. In other words, all the adjustments are made from the natural working position of the operator. Notches for setting the fence each represent a quarter of an inch movement thereto. The patented spiral dog which engages these notches permits a second movement through intervals of one-sixteenth of an inch. This constitutes a very important point of superiority over all other makes of ripsaws—renders it possible to rip accurately strips of all widths—something which is not possible where the position of the fence is determined by a needle passing over a scale and the locking of

[illegible] feed. The owner of a woodworking establishment knows that a machine equipped with a fence which may be locked at any point supposedly that the operator desires, is always set so as to rip jerky.

"This ripsaw is equipped with a variable friction feed so that feeds of from forty up to two hundred feet per minute are provided. A patented device for removing gum or pitch from the faces of the wheels is also peculiar to this machine. In short, we claim for it that it is the "very last word" in band ripsaws—very near perfection, indeed.

"To any of your readers in need of a machine of this type we should be glad to give full particulars and furnish photographs, etc."

New Members of the Chicago Exchange

At the last meeting of the Chicago Hardwood Lumber Exchange the firm of Quixley & Bulgrin, lumbermen, of the Fisher building, was duly passed upon and accepted by the exchange. This concern is of more or less recent origin, having joined the ranks of the Chicago trade about nine months ago. The two members were originally from Wisconsin, where they received their training in the various departments of the lumber business. A. A. Quixley started in the lumber business as a member of the retail firm of Stoddock & Quixley of Beloit, Wis., which started in business in 1903. It was not long before Mr. Quixley sold out and entered the service of J. M. Attley & Co., Chicago, whom he represented in the Wisconsin and Illinois territory. Mr. Quixley's next connection was with the Mason-Donaldson Company, of Rhinelander, Wis., whom he represented in Chicago and vicinity in 1906. Two years later he took charge of the new Chicago yard of the Brittingham & Young Company, at 22nd street and was with this firm until April 1 of the present year, at which time he joined forces with Mr. Bulgrin.

The lumber experience of the junior partner, Gustave H. Bulgrin, covers a period of eleven years, starting with his employment by the R. Conner Company, of Marshfield, Wis., in May, 1899. He represented this concern in Wisconsin and Illinois and acquired a wide acquaintance among the retail and factory trade. Mr. Bulgrin was with the R. Conner Company for six years, and in 1905 took charge of the sales department of the Brittingham & Young Company, where he became a valuable member of the working force of that concern. He continued in this capacity until his affiliation with Mr. Quixley.

The outside representative of Quixley & Bulgrin is A. H. Ebenreiter, of Kewaskan, Wis., who was also formerly connected with the Brittingham & Young Company.

The assets of the new concern, both as to thorough mastery of the business and also the ability to hustle, ensures it a permanent place in the ranks of the local lumber trade.

Lumber Company Will Remove General Offices

The general sales offices of the Great Southern Lumber Company, which for four years past have been located in the Railway Exchange, Chicago, will be removed to the site of its big mill plant at Bogalusa, La., on December 15. The active duties of sales manager will fall upon W. B. Vanlandingham, who will remove to Bogalusa and continue in charge of the sales there under General Manager W. A. Sullivan. The company will maintain an office for Chicago and vicinity at 1534 McCormick building, which will be in charge of N. Gregertsen, who has been representing the company in southern Wisconsin and northern Illinois for several years.

Mr. Vanlandingham has been associated with the Chicago office as assistant in the sales department for about a year. Prior to that he was connected with the W. R. Pickering Lumber Company of Kansas City, Mo., where he fulfilled the duties of assistant sales manager. He has had several years of practical sawmill experience and is a gentleman of unusual ability, and has carried forward the sales department of the Great Southern Lumber Company in a successful manner since he assumed the responsibility several weeks ago.

The removal of the company's main sales office to Bogalusa, while a distinct loss to Chicago, will be of considerable advantage to the company, as its department head will then be in full touch with the stocks at the mill. The mill of the company, as is well known, is the largest in the world, producing 700,000 feet of lumber daily.

Mr. Vanlandingham states that the company has upwards of 1,100 cars on its order files and is shipping out as fast as cars can be obtained. Owing to the car shortage the company is not able to dispatch much more than half of its usual daily shipment. Mr. Vanlandingham also states that he finds an improvement in demand and some increase in values.

Biltmore Doings for October, 1910

The last day of October, 1910, finds the Biltmore Forest School comfortably settled in Darmstadt, the capital of the grand duchy of Hesse, in Germany. With Darmstadt as a center, the surrounding country will be worked during the ensuing winter, and an interesting winter it promises to be. A few weeks will also be spent in the Black Forest, famous for its spruces, and situated within thirty miles from Darmstadt. Excursions are planned to the Spessart, a mountain section near Darmstadt, exhibiting the most famous primeval stands of white oak of the continent.

On October 1 the students visited a catalpa plantation made by the Pennsylvania lines near Fort Wayne, Ind., under the kind guidance of Mr. F. I. Brown, Mr. Johnson, and Mr. Graham, officials of that banner railroad of the United States. On the way to the plantation, the tie problem of the United States, and, incidentally, that of the Pennsylvania railroad, were discussed [illegible].

Two days later, viz., on October 3, the class was joined in New York City by twenty likely looking freshmen, and sailed for Germany, fifty-eight strong, in the good steamer "Amsterdam," of the Holland-America line.

The class enjoyed a remarkably smooth passage from New York to Rotterdam, so much so that no student was compelled by seasickness to miss the daily lectures given by Dr. Schenck and Dr. House. Dr. Schenck began his lectures on sylviculture, whilst Dr. House started his course on dendrology.

The first two weeks of the German sojourn were spent at Lindenfels, a small village near Darmstadt, situated some 1,500 feet above sea level. The field work while at Lindenfels consisted of sylvicultural excursions and of tree planting. American species (viz., white pine and Douglas fir and hemlock and yellow poplar) were planted. Three full days were spent in excursions into the municipal forests near Lindenfels, under the guidance of the foresters who administer them, Forstmeister Ouvrier, Forstmeister Heimburg and Oberförster Strack.

It seems as if every little hamlet hereabouts were the owner of some 500 or 1,000 acres of timber land, from which is supplied the local demand for fuel, wood, and timber of all sorts.

These communal forests are placed in charge of state foresters; they are used, incidentally, as public parks; financially they are more than self-supporting, yielding an annual revenue of some three dollars per acre net.

The foresters in charge of the woods are keeping detailed records of all the work conducted in every corner of the lands placed under their charge. These records enable them to give detailed information pertaining to the history, during many decades of years, of almost every acre of forest. This system helps the foresters in solving the financial as well as the sylvicultural problems confronting them.

On October 21 Dr. Schenck gave the boys a welcome to his native land in the form of a "Sängerfest," held in the ruins of an old castle overtowering the Lindenfels village. The setting of the scene was ideal: two large bonfires were lit in the yard of the castle. The initiation of a number of freshmen was conducted, with the usual ritual, in the great arch leading to the dungeon of the old fortress.

On October 29 the school left Lindenfals for Darmstadt, walking the distance of twenty-two miles in four and a half hours. Dr. Schenck's slogan seems to contain a grain of truth when he says: "For efficiency in forestry, good legs are as much required as are good brains."

In Darmstadt, lectures are offered in the Merck mansion, situated in the center of the Merck park, and exhibiting some 157 varieties of trees, thus outdoing the fifty-seven varieties of Heinze by a hundred points. The school is very grateful to its host, the Hon. George Merck, of New York, for the great and continuous favors shown to the students by placing at their command the lecture rooms as well as the park surrounding the Merck mansion.

New Vehicle Combination in Canada

A $1,000,000 company has been organized in Hamilton, Ont., to manufacture road machinery, automobiles, auto trucks, carriages and wagons. It is a combination of three industrial interests—the road machinery company at Goderich, Ont., an automobile manufacturing company from Detroit, Mich., and the Baynes Carriage Company of this city. The Baynes company came from Buffalo about five years ago and has a large plant here, the buildings and machinery of which will be the foundation of the new organization. The woodwork for the automobiles and the trucks will be manufactured here, the machinery part being manufactured in Detroit. More than thirty of the largest industries in Hamilton are now controlled by American capital [illegible].

Bursting Speed of Pulleys

At a meeting of the American Society of Mechanical Engineers, Professor C. H. Benjamin described a series of experiments on the bursting speeds of pulleys of about 24-inch diameter. The following are peripheral speeds per second:

Split wood pulleys	220-260 ft.
Built-up steel pulleys	255 ft.
Solid wood pulleys	270 ft.
Steel web paper pulleys	300 ft.
Solid cast iron pulleys	350-390 ft.

These results [illegible] the opinion entertained by many users of power transmission appliances, but at the same time they indicate that a very high factor of safety is furnished by all pulleys of sound design and construction, as peripheral speeds rarely exceed 80 ft. per second and are generally very much less.

The Morehead Condenser Trap

A new method of draining exhaust steam and reduced pressure heating systems of both water and air, and with the same agent create a vacuum to insure positive and rapid circulation, has been devised, patented and put into successful operation by the Morehead Manufacturing Company of Detroit, Mich.

The new device is known as the Morehead Condenser Trap, and is in general appearance similar to the old and well-known Morehead return steam trap. In detail, however, the condenser trap differs from the return trap in the addition of a cold water connection made through

a flexible tube with the tank of the trap. The flexible connection terminates in a perforated pipe inside of and running the length of the trap tank. In short, the condenser trap is nothing more or less than a combination of the principles of the vacuum condenser and the Morehead automatic return steam trap.

Connected to the return line of vacuum heating systems which a difference of pressure is maintained between the ends of the system the line condensation and accumulating air is taken into the tank of the condenser trap as in the case of the return trap, but with the added pulling power of the vacuum created in the tank of the condenser trap.

When the steam is turned on in the heating system the various lines of which are full of air the cold water supply valve as shown in the sectional view of the trap is opened slightly. As the condensation from the return lines and the condensing water fills the tank, the latter tilts, opening the live steam valve, allowing the steam pressure to enter and discharge the water contents into the [illegible] steam trap above the boiler or into an open tank.

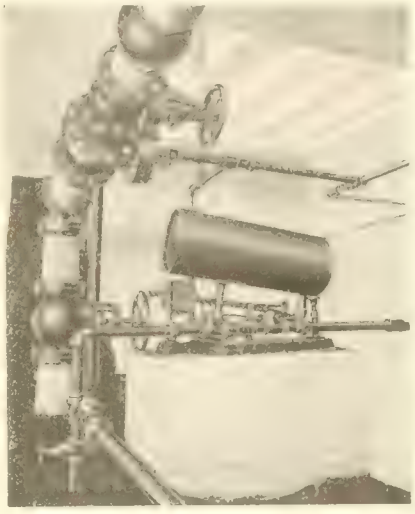
As soon as the water is discharged the tank containing the steam which is left after the water is discharged, resumes a horizontal or filling position. The tank returning to its horizontal position automatically opens the control valve on the cold water inlet and allows the cold water spray to come in contact with the live steam contained in the tank. This cold water condenses the steam and forms a vacuum in the tank of the trap, which in turn performs the usual functions of creating vacuum in heating systems of pulling the condensation from the lines to be drained.

The cold water supply is furnished either from city water works, or a tank, or any other source that is available for that purpose. Particular attention is called to the fact that a surprisingly small amount of water is required in the condensing process.

A receiver is always used in connection with the condenser trap, the water seal in the receiver taking the place of thermostatic valves in the heating system. The condenser trap is used as the lower trap, taking the place of the return trap in the Morehead standard double trap installation, the lower or condenser trap discharging to the return trap placed above the boiler.

As the study of a typical installation is the more interesting and convincing method of describing the workings and advantages of the new condenser trap, the installation at the E M F Motor Car Company of Port Huron, Mich., is referred to and illustrated herewith.

[illegible] ing. Electric power from an outside source being used exclusively for operating the factory [illegible] a No. 4 Morehead steam trap and boiler feed, [illegible] No. 4 Morehead condenser trap, situated alongside of the [illegible]



MOREHEAD RETURN TRAP ON TOP OF BOILER AT E M F MOTOR CAR CO'S PLANT, PORT HURON, MICH.

condenser trap.

The piping in the entire system is equivalent to 60,000 feet of 1-inch pipe. The main supply pipe is brought up to make an overhead feed, [illegible] iron radiation in the office. The boiler room [illegible] plant.

The returns from all the radiators run along the first floor. When a door is reached the pipe is carried under the door and brought back to [illegible] no fall whatever in any of the return lines.

The returns before reaching the boiler house are gathered into one 3-inch main return pipe, which carries the condensation to the receiver located in the pit below the condenser trap. From the receiver the condensation is drawn into the condenser trap; thence lifted to the re- [illegible] discharges it into the boiler. The distance in [illegible]

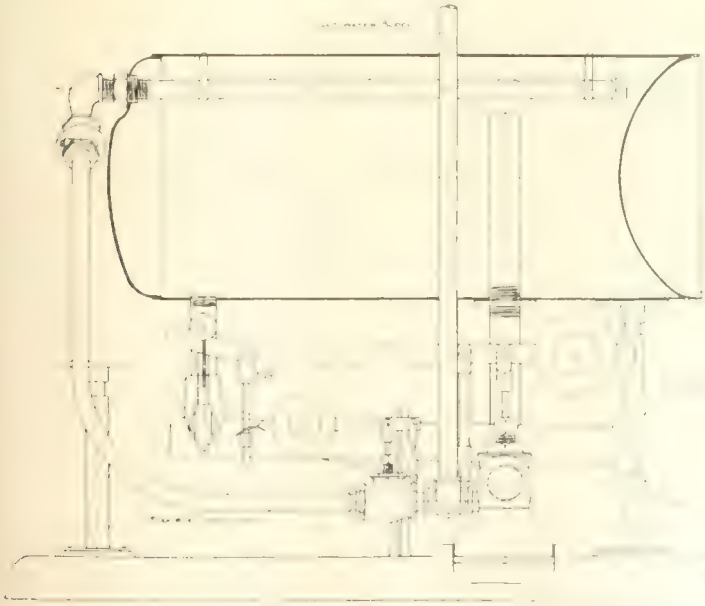
A [illegible] ried on the boiler and reduced to one and one half pounds on the system. With this initial pressure of one and one-half pounds the condenser trap is pulling a vacuum of 25 inches.

[illegible] was operated for 23 successive hours on three tons of Saginaw slack coal, a highly economical [illegible] the plant. They further state that there was [illegible] cent connected with the working of the traps [illegible] the foregoing mentioned period not a piece of packing [illegible] or the condenser trap.

At this writing the Morehead condenser trap system is being installed in a number of the large textile mills located in the New England district.

In addition to the foregoing mentioned typical installation, the condenser trap has been successfully [illegible] heating in connection with fan ventilating and heating systems and dry kilns. In every case [illegible] steam, an increased efficiency in the systems and an especially marked reduction in the coal bills.

The condenser trap was tried out successfully during all of last winter in the Fort Wayne [illegible] Brick & Tile Company of the same city installed [illegible] following the installation of the condenser trap at the above institutions led to the adoption of the system by a number of the large manu- [illegible]



SECTIONAL VIEW OF MOREHEAD CONDENSER [illegible]



[illegible] AS INSTALLED [illegible] PLANT [illegible]

How to Keep Your Mill Running Full Blast Every Day in the Year

With the approach of winter many sawmill operators rightly begin to feel uneasy lest they inadvertently find themselves short of steam during the next few months. In some parts of the country the draft will be impaired on account of the moist-laden air, while everywhere the fuel will burn less readily than during the dry weather. In the North the logs will enter the mill covered with ice and snow and the sawdust and other refuse will be liberally mixed with it.

In the language of a delighted user, under these circumstances the Gordon Hollow Blast Grate will bring "sweet sleep to a troubled mind," as it is claimed to give as good results with wet, green or frozen sawdust, etc., as a draft grate gives with dry wood.

So firm is the faith of the manufacturers of the Gordon Hollow Blast Grate in this device and so certain are they that anyone who has once used it will never again consent to be without it, that they ship it out on approval, giving the user thirty days after installation in which to decide as to whether he wants to keep it or not and paying the freight both ways if his decision is adverse.

Those on the Pacific Coast should address the Puget Sound Machinery Depot, Seattle, Wash.; all others the Gordon Hollow Blast Grate Company, Greenville, Mich.

Argentine Places Large Car Order

Minister C. H. Sherrill writes from Buenos Ayres that the Argentine minister of public works has just contracted with American bidders for car equipment for the state railways. He placed orders for eighty-one sleeping, dining and kitchen cars, to cost $1,000,000 in gold, with the American Car & Foundry Company, while the Harlan & Hollingsworth Company received an order for forty-one first class passenger cars, to cost $400,000. The demand for cars in this country is rapidly increasing, and these two orders will appear as an entering wedge for the concerns represented.

Cost of Forest Fires in 1910

American Forestry for November states that the information at hand as to the total fire losses for the past season indicates that from $175,000,000 to $200,000,000 went up in smoke during those disastrous conflagrations. Of course, an accurate estimate is impossible, and the total damage will probably never be known. The amount of timber consumed or damaged without the possibility of its utilization before decay is approximately equal to two years' cut for the entire country, or a total of 80,000,000,000 feet. Considering that about one-third of the total volume of timber cut each year is added to the forests by growth, it would take six years of growth of the entire forests of the country to replace the timber destroyed in these fires.

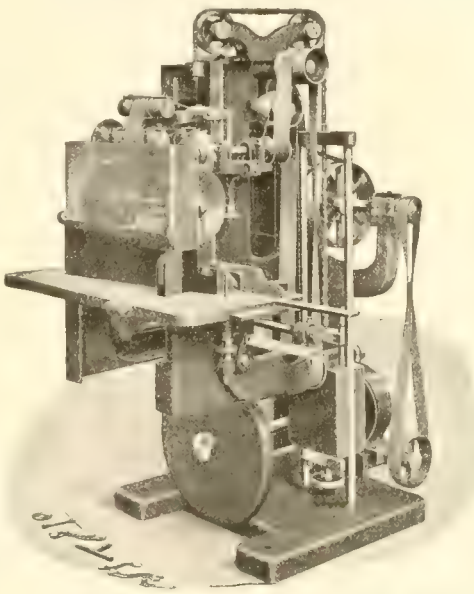
The actual expenditure necessitated by fire fighting forces was $1,500,000. Figuring further as to values, considering that $10 represents the expenditure in wages for the production of 1,000 feet of lumber, the loss in wages was $8,000,000. The article states that this is equally true whether or not an equivalent amount is spent for labor, in salaries or for converting other forests into manufactured products. It contends that in the long run the reduction of forest stock below the minimum required to meet current demands, means a depression of the lumber industry, the curtailment of the cut, and consequently a diminished outlay for labor, with a corresponding loss in wages.

The details as to the losses suffered by the government, are more complete than any others, and it is probable that the loss sustained by state and private owners was almost three times that inflicted upon the nation. This estimate applies to the most disastrous fires of recent date in the North woods, but for the entire country indications are that private losses were fully seven times as great as were public losses, a condition which prevails in spite of the fact that privately owned forests cover not more than five times the area of the government timber lands, and are more accessible. This condition can undoubtedly be attributed to the greater efficiency of the government facilities for fighting fires, as well as to the fact that the greater publicity of the private lands and the fact that most of them are being operated, renders them much more open to ignition.

A New Universal End Matcher

The attention of our readers is called to the illustration on this page of J. A. Fay & Egan Company's new No. 248 Universal end matcher.

This machine is designed to sort, butt and end match flooring. It is a universal machine, enabling the operator to sort and butt without matching, or match without butting; or, again, to sort, butt and match at the same time. The flooring is worked on edge and held in a stationary position by an automatic clamp, insuring perfectly square ends. It is never necessary to turn the flooring end for end; therefore, handling is reduced to a minimum. Each piece



FAY & EGAN NO. 248 UNIVERSAL END MATCHER.

of flooring is passed from one operator to the other as it is finished without interfering with the work of either, thus facilitating the work and keeping the tables clear at all times.

The machine will end match flooring from ⅝ inch to 1¼ inches thick and from 1 inch to 5 inches wide.

Cutoff saws, grooving saws and tenon heads are mounted upon a carriage, which reciprocates upon a heavy vertical slide cast on frame, and which is substantially gibbed to the slide, with provision for taking up wear. A very heavy worm and worm gear keyed to crank shaft insures a positive steady movement to the carriage at all times. The whole mechanism—saws and tenon heads—are entirely covered in a manner that will not interfere with the operator's work. The top cover is hinged, thereby providing easy access to the saws and heads when necessary to sharpen or remove them. The grooving saw and tenon heads are adjustable and are on independent spindles. Both cutoff saws are on the same arbor, grooved to take out end play.

A frame supports the entire mechanism and the machine is self-contained in every way. It is cast in one piece, having a broad base, insuring rigidity for all working parts.

Countershaft is mounted on the frame and can be belted to from any desired direction.

Further information concerning this machine can be had by writing the manufacturer, J. A. Fay & Egan Company, 414-434 West Front street, Cincinnati, Ohio.

Foreign Opportunities

The Daily Consular and Trade Reports, issued by the Bureau of Manufactures of the Department of Commerce and Labor, contain the following specifications from consular officers abroad, listing inquiries which they have received from foreign merchants from the various articles mentioned. Specific details can be had on application to the bureau. The reports are numbered and are as follows:

5720. Lumber and Platinum Concessions.—A copy of a communication from a business man in Europe has been forwarded by the American consul. This man offers valuable lumber and platinum concessions to American capitalists, of which he forwards a detailed description which can be obtained by addressing the Bureau of Manufactures.

5728. Office Furniture and Appliances.—An American consular officer in the East reports an inquiry for prices on filing cabinets, desks and other office furniture of American manufacture, stating that he is particularly interested in drawing tables and cases for holding maps and drawings.

5763. Pianos and Player Pianos.—A report from a Central American consul states that there are no pianos or player pianos available in his district, but that he believes sales could be accomplished on these articles, and that he would be pleased to receive catalogs from American concerns showing price lists, so that he could distribute them among prospective customers.

5800. Parlor, Dining Room and Bed Room Furniture.—A correspondent of an American business firm in Africa is desirous of learning the names of American manufacturers of parlor, dining room and bed room furniture of knockdown design.

5806. School Furniture and Supplies.—A consular officer in South America writes that a firm in his district wants to negotiate with American manufacturers of school furniture and supplies, and that there should be a good demand for this class of goods at that place.

5807. Building Material.—An Italian consul advises the department at Washington that a merchant in his district wants to communicate with American manufacturers of building material.

5813. Knock Down or Portable Houses.—The consul at a Spanish city sends the name of a firm at that place who deals in general building supplies and wants to negotiate with Americans manufacturing knockdown or portable houses. Correspondence should be in Spanish only and should give full details and prices f. o. b. New York in the first letter.

Fight Against Minimum Weight Increase

Several months ago the Railroad and Transportation Committee and Transportation Bureau of the National Wholesale Lumber Dealers' Association took up the fight against the increased minimum of 40,000 pounds on shipments moving from points in the southeastern states to eastern water competitive points, and has succeeded in convincing the carriers of the unreasonableness of this increased minimum, and they have indicated a willingness to restore the 34,000-pound minimum on all kinds of lumber, but insist on maintaining a 40,000-pound minimum on timber, lath, shingles, shooks and crossties. These water competitive rates apply from various points in the states of Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida and Alabama to stations known as eastern and New England water competitive points, included in

which are Philadelphia, New York, within lighterage limits, stations in Long Island, various points in New Jersey, such as Jersey City, Newark, Bayonne, Perth Amboy, New Brunswick, Atlantic City, etc., etc., and various points in New England, such as New Haven, Hartford, Boston, Providence, Portland, etc., etc.

On August 1, 1910, the railroads included lath and box shooks in these competitive rates, and at the same time increased the minimum on all the commodities to 40,000 pounds, and in justification of this move the carriers have contended that on account of these competitive rates, which are from 1 cent to 4 cents lower than the regular rates, they were entitled to a heavier minimum. The reasons advanced by the carriers for maintaining the 40,000-pound minimum on timber, lath, shingles, shooks and cross-ties is that a shipper should find no difficulty in loading timber up to a minimum of 40,000 pounds, and that lath, shingles, shooks and cross ties can ordinarily be loaded to the full visible capacity of the car and should be so loaded if the shippers wish to continue to enjoy the benefit of these low water competitive rates.

As a result of the efforts of the National Wholesale Lumber Dealers' Association it is possible that the various carriers will arrange to publish and file with the Interstate Commerce Commission supplements to their various tariffs correcting this minimum so that the rule will become effective some time in December.

The association has had a great deal of correspondence with nearly all the shippers affected and the chairman of the Railroad & Transportation Committee and the traffic manager have had a number of conferences with the railroads, and the National association, if necessary, was prepared to file a complaint before the Interstate Commerce Commission.

Record Concrete Laying at Gatun Locks

All hourly records for concrete laying were broken on October 6, 1910, by the cableways used in constructing the great locks on the Panama canal at Gatun. Two million cubic yards of concrete are to be used in building these locks. Lidgerwood cableways are used for placing the concrete. These cableways are arranged in duplex form on four pairs of towers.

The pair of cableways which broke the record are known officially as "Strand A" and "Strand B" of cableway No. 1.

Strand A placed forty-nine cubic yards in one hour and Strand B placed fifty cubic yards during the same hour. This means that the carriage on each strand made twenty-five trips per hour. The cableways were sold under a guarantee that they would make twenty trips per hour.

These cableways are arranged to give higher carriage speed than was ever attempted before for this class of work. This speed is rendered possible by important improvements made by Spencer Miller in anticipation of just such needs. With these improvements it is possible to use carriage speeds up to 2,500 feet per minute, as against speeds of 800 or 900 feet per minute, which were as great as were before practicable. The cableways each have a span of 800 feet between towers. They are actuated by electricity and the control is as easy and simple and of the same character as the control of an up-to-date electric train. One operator controls the entire operation on each strand.

Hardwood and Hardwood Flooring in Hamburg

Consul-General Robert P. Skinner furnishes the following information concerning the trade usages in the Hamburg lumber market, to show that the desire of American shippers of hardwoods to sell direct to the German manufacturers is not so easy of realization as would seem to be the case. The large importers operate independently, and it is very difficult to quote prices with any degree of assurance.

American hardwoods, after being imported at Hamburg, are sold, ordinarily, to actual manufacturers through the medium of merchants who keep on hand large quantities of logs and lumber from all countries. The German manufacturers, with few exceptions (among these being a piano manufacturer, whose chief house is in the United States) prefer to apply to local merchants for their supplies, as such merchants are familiar with their requirements, may be dealt with personally, and make up assortments of each description in small quantities of logs, lumber, squares, veneers, or any other form of wood, all seasoned, to suit requirements.

These merchants, in their turn, buy their supplies from importers, and they expect the importers to refrain from selling direct to their customers, except in the public auctions, where there is free competition, and where the goods are adjudged in "cavelings" (small lots or piles).

American maple logs, used by piano manufacturers, have to meet the competition of German maple. Notwithstanding this, one important Hamburg house ordered 100,000 American maple logs this year. Maple should not be sent on consignment, but only on firm orders, an observation which also applies to ash and hickory. White oak logs, of white color and fine grain, are thoroughly appreciated in Hamburg, but must meet the competition of German oak, which is generally preferred, but is very high in price. It follows that first class American logs will always receive proper attention.

Very little hardwood worked flooring is imported into Germany, because upon any product of lumber which is surfaced, matched, or bored the import duty is so considerably higher than for rough lumber as to render it cheaper to have the latter finished in the domestic sawmills. Beech floorings are very little used; this lumber, being liable to warp considerably, has not given satisfaction.

Oak parquet strips 3, 3½, 4, 4½ and 5 inches wide, 4/4 inches thick, are used in lengths of 16 or 18 inches and longer, increasing by 4-inch lengths for firsts and seconds oak. These parquet oak floorings are used for dwelling houses or better class buildings, and for the short strips, which are bundled and cleated, the price c. i. f. Hamburg is about $47.50 per 1,000. This price depends largely upon the kind of oak. It is quite necessary that these strips should be of uniform white color, because red oak mixed with white oak in floorings will show up unfavorably, even after the floorings have been polished, and will continue to do so.

Since 1907 the building trade has been depressed and for that reason, generally speaking, building operations have been restricted and builders have evinced a disposition to cut down costs wherever possible. It follows that pine has been used instead of oak, and Baltic cheap floorings covered with linoleum in place of the yellow pine floorings formerly used. Linoleum comes in designs which imitate oak flooring fairly well, and it has cut into the sale of expensive lumber.

The general depression referred to has been felt not only in Germany, but elsewhere. Austria and Hungary, which supply large amounts of oak and also plain and quarter-sawn parquet strips for floorings, have suffered. The parquet strips have had to be sold at lower prices than those which prevailed in 1907, and consequently the American parquet strips now have to meet strong competition from the Hungarian oak, and the price, on account of the ocean freight on American lumber, is almost equal for both kinds.

[illegible] feet and more, and 6/4 inches in thickness by 5 and 6 inches, have been imported extensively into Germany for warehouse floorings, and this kind of [illegible]

Excess Postage on Letters to England

[illegible] consul to England that the letter rate of postage to the United Kingdom is now two cents. Many letters are received at this consulate bearing a five-cent stamp and enclosing a five-cent stamp for reply, which represents a clear loss of six cents. The same rate exists between the United States and Germany, but to other European countries remains five cents.

An American Lumber Company in China

Consul-General Samuel S. Knabenshue of Tientsin reports that a company has been formed at that port, in which Chinese and American capital is combined, to carry on a general business in American lumber and building material. The company is to be incorporated under the laws of California, and is capitalized at $50,000, $35,000 of which is to be paid up at once and the remainder held in the treasury until such time as the progress of the [illegible]

Chihuahua Begins Lumber Export

In 1909 there [illegible] lumber from Chihuahua to the United States, though during the first six months of 1910 the declared value of lumber exported from that district was $1,350, the company shipping stating that they are merely considered as sample shipments made with an idea of developing a market for lumber in this country. One of the mills in operation has a daily capacity of 250,000 feet, while another running 24 hours a day produces 500,000 feet in that period. A steady advance in the exports in this district based on a satisfactory preliminary shipment is anticipated.

Wood Alcohol in Germany

The distillation of wood in Germany is not as important an industry as the distillation of potatoes, grains, etc., according to Vice-Consul Frederic W. Cauldwell of Berlin, for the reason that wood is comparatively scarce and hence more costly than in the United States, or even in Austria-Hungary or Russia.

The industry made slow progress until 1880, when the law providing for the denaturing of alcohol was passed, but at about the same time the importation of wood alcohol and pyrolignite of lime from the United States began, and a number of the wood distilling plants merely bought up these imported raw products and manufactured them into acetic acid, methyl alcohol, and denatured wood alcohol. The largest concerns, however, soon established their own distilling plants in the thickly wooded surrounding countries of Galicia, Hungary and Russia, and imported their raw products to their refining plants in Germany.

Exact figures of the production of wood alcohol and pyrolignite of lime are not published, but according to a reliable estimate for the year 1907 there were produced in Austria-Hungary and Germany about 6,500 metric tons of the former and 27,000 to 28,000 metric tons of the latter. This industry has also suffered some of late years on account of the competition with the great volumes of denatured potato and grain alcohol produced in Germany.

The fact that deciduous varieties of wood are comparatively scarce in Germany is another reason why the wood alcohol industry [illegible] state that wood from coniferous trees produces only about one-half the wood alcohol and pyroligneous acid as does wood from deciduous varieties and that the profitable distillation in the former case depends upon the quality and quantity of the pine oil and tar obtained. On account of the costliness and general application

of these woods the stumps of coniferous trees are practically all that are distilled. The distillation of sawdust and wood refuse has not proved profitable because practically all these products in Germany come from coniferous woods which not only produce little alcohol and pyroligneous acid but very little tar and pitch.

The charcoal obtained in the distillation of sawdust, which is the only other product of possible commercial worth, is comparatively valueless because it is in powder form and efforts to obtain it in briquette form have as yet proved unsuccessful.

The apparatus used are, in general, of two varieties, with horizontal and upright retorts. The estimated cost of a wood distilling plant having a capacity of 40 cubic meters (1,412 cubic feet) is $23,800 and $11,900 for the necessary buildings.

Wood Block for Paving in Berlin

According to the report of Consul-General Thackara of Berlin only about 2 per cent of the street pavements of Berlin are made of wood. The varieties of wood blocks employed that are most used are Swedish pine and, to a more limited extent, the Australian tallow-wood and black butt. Native pine and beech are also used in some German cities, also American cypress and yellow and pitch pine.

The German authorities specify that all woods must be carefully selected and be free from knots and cracks, and it is considered unwise to use in the same section of pavement woods from different countries, or wood of different species. To prevent decay these paving blocks are impregnated with a zinc chloride solution or creosote oil.

The German method of constructing wood pavements is to dip the lower sides of the impregnated blocks with hot tar or asphalt and then lay them in a carefully prepared level layer of concrete, which is from six to eight inches in thickness.

After the pavement has been laid the surface is covered with a thin layer of asphalt or tar over which a layer of coarse sand or fine gravel is spread. This, when pressed into the blocks, forms a durable coating, which serves to prolong the life of the pavement. The sand or gravel is usually spread on the pavement once a month.

If the pavement is kept clean and good materials are used in construction, under ordinary conditions of traffic and weather, the surface wears at the rate of about two-tenths of an inch annually. German wood pavements last on an average from ten to fifteen years, but in dark, damp places not exposed to sunshine, the blocks decay in half that time. The approximate cost of block pavement in Berlin is three dollars per square yard.

"Doings" of N. H. L. A.

The Record is in receipt of the following letter from the National Hardwood Lumber Association:

CHICAGO, ILL., Nov. 15, 1910.

We are pleased to enclose the report of our Official Inspection for the month of October, showing the total amount handled to be 10,117,094 feet.

We are also enclosing a comparative statement showing that we have not equaled the previous month's work by about 1½ million feet, and the inspections in some of the markets indicate a very light business.

However, it has October, 1909, "beaten to a frazzle," as our reports show a gain of 2,748,490 feet over the same month of last year, which is indicative of considerable improvement.

Since our last letter we have received fifteen applications for membership making a total of fifty-eight since the Louisville convention.

A meeting of the Board of Managers of our association has been called for December 8, at Chicago, and at that meeting several matters of great importance will be fully discussed and passed upon by the Board.

All members are invited to submit any suggestions as to changes in our system of conducting the affairs of the association that may appeal to them as being of possible benefit to the membership as a whole, and may rest assured that their suggestions will have due consideration.

Any suggestions that you may see fit to offer should be sent to the Chicago office, in order that they may be filed and presented at the Board meeting.

Very truly yours,

FRED A. DIGGINS, President.

F. H. FISH, Secretary.

SALARIED INSPECTORS	FEET INSPECTED
Frank R. Buck, Chicago, Ill.	164,850
John J. Lorden, Chicago, Ill.	230,342
J. J. Shepard, Chicago, Ill.	287,251
F. P. Southgate, Chicago, Ill.	172,749
W. C. Lasswell, St. Louis, Mo.	96,134
A. E. Mellen, St. Louis, Mo.	309,709
W. E. Robinson, St. Louis, Mo.	529,702
W. T. North, Memphis, Tenn.	116,990
Geo. C. Teetes, Memphis, Tenn.	190,566
A. B. Baker, New Orleans, La.	145,169
C. E. McSmith, New Orleans, La.	153,658
J. L. Benson, Alexandria, La.	104,714
D. E. Buchanan, Cincinnati, O.	235,595
Jos. Waltman, Louisville, Ky.	195,444
C. C. Ferguson, New York City	207,732
Jos. Patterson, New York City	135,372
J. L. Stewart, Buffalo, N. Y.	80,431
H. I. Thompson, Philadelphia, Pa.	273,939
J. I. Weeks, Pittsburg, Pa.	286,189
H. W. Bowler, Boston, Mass.	155,824
A. G. Langeluttig, Baltimore, Md.	97,951
Thomas A. Hall, Detroit, Mich.	398,106
J. J. Miller, Detroit, Mich.	289,483
Ed. Borgeson, Minneapolis, Minn.	210,411
H. A. Hoover, Chief Inspector.	37,783
	5,106,094

FEE INSPECTORS	FEET INSPECTED
R. W. Child, Mobile, Ala.	109,443
Geo. R. Dunn, Boston, Mass.	46,517
Archibald & Hegadorn, Cheboygan, Mich.	348,331
J. E. Byrnes, Escanaba, Mich.	522,224
Chas. Christianson, Manistee, Mich.	1,710,217
P. Collier, Boyne City, Mich.	7,311
J. S. Coman, Menominee, Mich.	412,481
W. M. Clemens, Thompson, Mich.	146,146
Grant Harrison, Petoskey, Mich.	330,580
Peterson & Lovell, Manistee, Mich.	722,174
Scott & Rieckhoff, Ludington, Mich.	164,529
Walter Tillitson, Grand Rapids, Mich.	456,427
C. M. Sands, Chattanooga, Tenn.	35,034
F. H. Gerlach, Norfolk, Va.	38,616
	5,041,000
	5,106,094
Total	10,147,094

Coming Association Meetings

The next annual meeting of the National Veneer & Panel Manufacturers' Association will be held at the Auditorium Hotel, Chicago, on Tuesday and Wednesday, December 13 and 14.

The next annual meeting of the National Wholesale Lumber Dealers' Association will be held on Wednesday and Thursday, March 1 and 2, 1911, at a place as yet undecided upon.

Woods and Forests of Sweden and the United Kingdom

Of the 101,000,000 acres of land in Sweden, fully 51,000,000 acres are in wood. Finland alone of European countries having a greater amount of forests than Sweden.

How Swedish forests are divided between state and private property can not be stated exactly, but it may be said that the crown owns about one-third of the wooded lands. The return of Swedish woods, or the annual growth capable of being used, has been estimated at 27,000,000 cubic meters (953,732,000 cubic feet). The consumption of wood is on the increase, but it is difficult to determine whether the cutting and use exceed the production. The area of state forests left to be cut by sawmills amounts to about 250,000 acres. Most of the public forests, and even those which do not belong to the state, are under the control of the Forest Service, which administers the state's landed properties also.

Private forests constitute the largest part of Sweden's wooded land, and as a rule show the effects of overlumbering. To remedy this, legislation has lately been in force, and even the cutting of lumber for household purposes may now be said to be under the control of the state, and there are several restrictions upon private forest owners. All forests owned by private persons must be lumbered in such a manner that the regrowth of the wood is not endangered. Trees felled must be of a certain diameter and a certain height, varying in different parts of the kingdom. Infringement on these regulations may entail confiscation of the forest.

The state has eight schools for forestry instruction, the chief object being to give practical knowledge and to train competent rangers. The majority of the pupils who go through these schools enter the service of private owners of forests.

According to the report of the British Commissioners of Woods and Forests, issued August 29, 1910, exclusive of land let for building purposes, forestures and mineral rights, the crown property in the commissioners' charge extends to about 322,767 acres, of which 67,020 acres are under timber. Reviewing the report, a local newspaper gives the following details:

"Parts of these woodlands are subject to common rights, and there are in addition 128,323 acres of uninclosed wastes subject to common rights. The total gross collection on account of income during the year amounted to $3,137,452. The expenditure was $755,446, inclusive of repayments to capital in respect of advances for permanent improvements and for the purchases of leaseholds. The detailed accounts show a total expenditure on royal forests and woodlands of $131,395, with receipts of $107,063. From 14,000 acres in the Isle of Man the receipts were $14,606 and the expenditure was $6,326."

Specimens of Philippine Woods

So little is known in America of the 400 or more merchantable woods of the Philippine Islands and so difficult is it even for a wood technologist to identify them, that a recent announcement of the Philippine Bureau of Forestry will doubtless be welcomed by student and timber user alike. Arrangements have been completed for the general distribution of samples of all of the Philippine woods of any commercial importance, and also of a large number of the rare and little known species. Each sample is about 4x6 inches and ⅜ in thickness, with planed surfaces. They can be readily fitted into a case or used as desk specimens, paper weights, etc. An attached label gives the scientific name and the native name by which the wood is most generally known in the Philippines. Samples from the great bulk of the woods are sold at a nominal cost of 10 cents each (U. S. currency), but those which are difficult to replace, or whose hardness or toughness of grain makes them rather expensive to saw out, are sold at 20 cents apiece. These latter comprise the following species:

Agoho	Camuning
Anubing	Dalinas
Betis	Dungon-late
Camagon	Ipil
Kamas kamas	Liusin
Dungon	Mancono
Ebony	Narig
Alupag	Oak
Bansalaguin	Palo Maria
Bolongeta	Sasalit
	Tamayuan

All others are sold at 10 cents each.

The weight of each sample averages about four ounces, and if they are to be mailed to the United States four cents per sample should be added to the above prices. The postoffice money orders should be made payable to the Director of Forestry, Manila, P. I. Stamps will not be accepted.

If the purchaser wishes he may leave the selection of the samples to the Bureau of

Forestry simply stating the number of samples he desires and the use to which he wishes to put them, or the class of woods in which he is interested, e. g., for use as school collections woods for furniture manufacture, etc.

Of course it is not expected that the mere possession of such samples will make their owner an expert in identifying Philippine woods; but they may often prevent his being imposed upon through either the ignorance or the bad faith of the vendor.

Peculiar Uses for Wood

While visiting the operations of a logging locomotive manufacturing concern recently says a correspondent of an English contemporary, an interesting occurrence took place. A large shipment of logging cars was almost ready to be sent to a concern in British Honduras. These were to be used on a tramroad several miles long and equipped with a small steam logging locomotive. The original order for the cars stated that they were to be equipped with standard tread wheels for use with ordinary steel rails. After work had commenced the order was changed in regard to the tread of the wheel. The firm had discovered that mahogany rails would be cheaper for them than steel and so the tread of the wheels was made six inches and the road equipped with wooden rails.

To lumbermen in this country this would certainly seem a waste of costly material, but the fact that this road lies through a jungle where the rainfall is heavy and the ground constantly moist, steel rails would corrode rapidly. Under such conditions mahogany rails would last much longer than steel rails, while the first cost of the wood would also be considerably less than steel.

In South America there are a number of woods similar to lignum-vitæ and so heavy that they will sink in water. These are of a somewhat oily nature and resist decay for many years. The step at the approach of one of the old Spanish cathedrals in Brazil is made of what is known as ironwood. This has been in use for one hundred and twenty-five years and in such a position would naturally have constant and hard wear.

In the ruins in Yucatan the lintels of many of the doors in the masonry walls are made of wood from the sapodilla tree, from which the chicle used in the manufacture of chewing gum is also obtained. These are still sound despite the fact that these buildings have been abandoned for so many years that the natives have lost all traditions of their original owners.

Supply of Paper Birch Not Decreasing

The U. S. Department of Agriculture is authority for the statement that the paper birch, often called also white birch, or canoe birch, is one of the few timber trees in this country which seem to be holding their own against ax and fire. The average citizen, however, probably takes no particular interest in the paper birch. Yet it is doubtful if any other kind of wood on the face of the earth is found in so many households, for paper birch furnishes most of the spools made in the United States.

Maine is the chief center of spool manufacture. Its factories turn out 800,000,000 spools yearly, chiefly birch. Few woods as hard as this can be worked with as little dulling of the tools; its principal recommendation lies in that fact. It is handsome in color, and, after the wood becomes seasoned, it shrinks and warps very little. That is an important consideration, because the delicate machinery that winds the thread would fail to work if the spool changed its shape to a perceptible degree.

The birch wood for spools must be selected and handled with care. The tree's red disk heartwood is objectionable because it will not turn smooth in the lathe, and the color is not desired. Few industries waste more wood, in proportion to the quantity used, than spool making. Heartwood, [illegible] frequently amounting to more than one-half of the tree, are rejected. From one-half to three-fourths of the remainder may go to the refuse heap in sawing the bars and turning the spools. Despite this waste, the paper birch does not appear to be threatened with extinction. It is a fire tree that is, it spreads rapidly over spaces left vacant by forest fires. The most extensive paper birch forests of Maine and New Hampshire occupy tracts which were laid bare by the great forest fires which swept the region from 1825 to 1847.

The tree is short lived. At an age when the white cedar, for example, is just beginning to lay on useful wood, the paper birch has passed its prime and is ready for decay. It is placed at still further disadvantage by being unable to compete with other trees for light and soil. It prospers when growing alone, but it gives up the fight after stronger trees begin to crowd it. Nevertheless, it is believed that more paper birch is growing in the United States today than 200 years ago.

An Interesting Special Machine

The Eagle Lumber Company of Rapides L'Original, Quebec, has just had a special double edger built, of which the following is a brief description:

The machine is 54 inches wide in the clear between guides. The front table is 10 feet long, and the rear table 19 feet. There are four feed rolls, two in front of the saw and two back of them. The table and feed rolls are in two lengths. On the [illegible] hand side the [illegible] 14 inches long, and on the left hand side 40 inches. The 14 and 40-inch feed rolls are driven independently, and each has two feeds, or rates, at which the lumber may be fed to the saws, the feed works being mounted on the top of the husk.

In line with the 14-inch rolls is a cluster of five saws, while on the left hand side is one stationary and four movable saws, which are adjusted [illegible] are 22 inches in diameter.

The press rolls are in three lengths, one 14-inch [illegible] and two 20 [illegible].

The rear table is so trussed as to require no support except at the two ends, leaving [illegible] 18 feet in the clear underneath, for the purpose of passing slabs through.

Both the 14-inch and the 40-inch rolls on the rear table are driven.

The edger was [illegible] the Gordon Hollow Blast Grate Company, of Greenville, Mich., the well-known manufacturer of the Gordon hollow blast grate and the Tower line of edgers and trimmers, which it claims is the most extensive and complete on the market.

Fence Posts of Iowa

The Forest Service has recently issued a report on the fence post situation of one of the leading agricultural states of the country, Iowa. It is estimated that the farmers in this state alone use annually $1,400,000 worth of new fence posts, which require a total labor cost of $600,000 for setting them. The department officials believe that a part of this expenditure might be saved, stating that the opportunity for economy of labor and material [illegible] in the post, second, by treating to prevent decay.

The average life of a fence post is stated to be fourteen years, with an average cost of 13.7 cents. There is, however, a great difference in the lasting properties of various wood species, the comparative life ranging about as follows: Osage orange, red cedar, locust, white oak, southern white cedar, catalpa, black walnut, butternut, red oak and willow being named in the order of decreasing endurance. The average cost of posts varies with the different woods, [illegible] are cheapest. However, considering the question of total cost, the osage orange post is probably the most economical.

Preservative treatment increases the life of all wooden posts, and more than doubles the period of usefulness of those that are mostly sap wood. It costs much less to treat a post [illegible] the ground, and in addition a very material [illegible]

African Mahogany Demand

[illegible] to the quantity of African mahogany which is likely to reach England and the chief continental ports between now and the end of the year, says the Timber News and Sawmill Engineer of Liverpool. From information to hand from the West Coast of Africa, it seems pretty clear that while there is plenty of mahogany cut, yet the labor is very scarce, owing to its having been drafted into more remunerative channels, leaving only a limited amount of labor to operate mahogany. On the other hand, it is stated that millions of feet are stored at the port of Benin ready for shipment. There may be a good deal stored there, but we doubt if there is the volume that some would try to make out. The net result, after viewing the subject from all standpoints, and sifting all available information, is that there will be moderate supplies coming from the chief ports between now and the end of the year, with possibly a slight increase in the volume early next year.

The opening of the season and the increased quantities which have arrived, to which we referred a month ago, met an eager market, with the result that the wood that was sold by private treaty changed hands rapidly, and at auction practically all that was offered was sold to eager buyers. Prices are, if anything, a little firmer than they have been for all classes of wood that will answer to the American demands. Small, inferior and bent logs, [illegible] dear as ever, but without any added value recently.

The demand in the United Kingdom is improving, which is a distinctly satisfactory state considering that the trade in this direction has been of the dullest for many a long day. The demand from the United States is, taken col[illegible] buyers over there who are not now in the market at present prices. These may be expected to face the music whatever the tune may be before the end of the year, because they cannot afford to allow their stock to become depleted to any great extent. Continental orders are more numerous than they were, but [illegible] buyers forward same at prices that were ruling some time back, and which are, of course, not now in operation.

Indian Wood for the Pencil Trade

A short time ago the Indian Forest Department published an instructive pamphlet, giving full particulars of the various woods obtainable in this country, their hardness, weight and uses. The pamphlet made it clear that India could supply the world's market with quite a large [illegible] adapted to almost every conceivable purpose, from the plainest to the most ornamental, and what struck one in looking through its pages was the wealth of timber that could be used for pencil making, and the practical absence of the high-grade pencil factories in this country that could hope to compete with the imported article from the Continent and America. But everything comes to him who waits, and, if the

timber for the manufacture of pencils locally, there would appear to be an opening for the export of suitable pencil woods to the Continent. At the present moment red cedar is practically the only wood utilized in the manufacture of pencils in Continental factories, but the demand is excessively heavy and the supply is giving out rapidly. In Germany alone the annual output of pencils is about 325,000,000, and at the rate the pencil timber is being used up, it is estimated that the supply will be exhausted in about five years. Already inquiries are being made in different parts of the world—in countries even as far remote as Alaska—for fresh supplies, but we see no mention of India in these inquiries. If the Indian Forest Department is anxious to find an outlet for its surplus timber it might communicate with the German Forest Service, just to ascertain exactly what is wanted, and, if possible, open up a new avenue of Indian trade. In time, as those with hoarded wealth realize that it is more profitable to employ it in some paying industry than to bury it, high-class pencil factories will come as a matter of course in this country, and the problem as to whether our pencil wood is to be exported or converted locally into "leads" (which, by the way, contain no lead—only graphite) will settle itself without giving any particular trouble to anyone, the law of supply and demand holding sway in this as in other matters.

American Company's Works in Russia

Consul-General John H. Snodgrass reports that the International Harvester Company of America has organized a company in Russia for the manufacture of harvesting machinery, agricultural implements, engines, etc., at Moscow, with a capital of $8,240,000. In addition to the purchase of the works of the New York Air Brake Company at Lubertzy, a suburb of Moscow, the company has bought sixty-two acres of land with a view of enlarging the plant and the erection of several large buildings for factory purposes.

Miscellaneous Notes

William Redman has announced that he will remove his basket factory from Mexico to Peru, Ind.

Wright Carriage Body Company of Moline, Ill., has increased its capital from $100,000 to $150,000.

The Ritter Lumber Company, Tazewell, Va., has recently increased its capital stock to $300,000.

The Arcadia Valley Manufacturing Company has been incorporated at St. Louis, Mo., with a capital stock of $25,000.

A new concern for Dallas, Tex., is the Galloway-Daniel Lumber Company, capitalized at $10,000. Its incorporators are C. C. Galloway and W. F. Daniel.

A destructive fire of unknown origin occurred in the lumber yard of the Central Lumber Company, Portis, Ky. The loss is estimated at between $15,000 and $20,000.

The Yeoman Box Company was recently incorporated at Detroit, Mich., with a capital stock of $50,000. The company will engage in the manufacture of boxes, box shooks and crates.

A disastrous fire destroyed the plant of the Kurz-Towney Lumber Company near Bayfield, Wis., November 11, the excelsior mill being the only building saved. The loss is estimated at $25,000.

A new concern for Wilmington, Del., is the Cumberland Lumber Company. It is capitalized at $100,000 and its incorporators are F. M. Shive, S. E. Roberson and H. W. Davis of Wilmington.

Fire recently destroyed the woodworking plant of the Upham Manufacturing Company at Drier's Spur, near Hannibal, Wis. Considerable lumber was consumed, entailing a loss of about $10,000, fully covered by insurance.

Fire of unknown origin destroyed the planing mill of the Gulf Lumber Company, Stables, La., about 2,000,000 feet of lumber in the yards and twelve box-cars were also burned. The loss is estimated at $75,000 and was only partially covered by insurance.

A new concern for Somerset, Pa., is the Paint Bank Lumber Company, capitalized at $10,000. The incorporators are F. B. Granger, D. K. Patterson and H. J. Beates of Somerset; L. A. Beates, W. L. Hoover of Garrett, and T. M. Gathright of Covington, Va.

The New State Lumber Company of Albuquerque, N. M., recently filed articles of incorporation. The company has a capital stock of $25,000. Its incorporators and directors are Mr. and Mrs. Homer L. Stitzer and Mr. and Mrs. J. Homer Starr, all of Albuquerque.

It has been announced that the National Lumber Manufacturers' Association, which several years ago tried to raise a fund of $100,000 to endow a Chair of Applied Forestry at Yale University, New Haven, Conn., has completed its efforts and the fund is now ready for presentation, the final $7,000 being obtained about a month ago.

The Abernathy Furniture Company of Kansas City, Mo., is planning to erect two new buildings to care for its constantly increasing business. Work on the first addition has already been begun. It will be five stories high, of brick and concrete construction. The two buildings will cost about $150,000. The second building, which will be six stories high, will not be built until next spring.

The Stearns Lumber & Coal Company of Stearns, Ky., has recently completed an organization with a capital stock of $1,000,000. This is a consolidation of the Stearns Lumber Company, the Stearns Coal Company and the Kentucky & Tennessee Railway Company. The properties of the new organization include 113,000 acres of coal and timber lands. Its mills have a 24-hour capacity of 150,000 feet of lumber.

Representatives of the Escanaba Lumber Company of Escanaba, Mich., are buying up the hardwood timber, especially red birch, in Manistique township, Schoolcraft county, Michigan. The company will erect camps for cutting the timber this winter. The logs will be shipped over the Soo line to Masonville, where the company has just put in operation a new $90,000 flooring mill. The company will also build a sawmill in Masonville.

It is stated that Greeneville, Miss., is to have a new enterprise in the nature of a large chair factory. The factory had been located at High Point, N. C., until recently, when negotiations were entered into looking to its removal to Greeneville. Additional stock was required and a suitable lot on which to locate the factory, all of which have been arranged and agreed upon. Work on the necessary new buildings will be commenced immediately.

The Penn Lumber Company of Georgetown, Ky., has bought out the Georgetown branch of the Combs Lumber Company, the principal office of which is in Lexington. Following this purchase, the Penn company increased its capital stock from $25,000 to $35,000. It will also engage in the hardwood business and will erect a box and tobacco hogshead factory at Georgetown. Thomas Trimmel, formerly manager of the Combs company, will become manager of the new corporation.

Walter J. Reynolds has been elected president, J. M. Truscott vice-president, and J. G. Rose secretary of the new $10,000,000 combination of boat builders, headed by the Racine Boat Company of Muskegon. Others are the Truscott Boat Company, St. Joseph; Pope Boat Company, Fond du Lac; Pierce Motor Boat Company, Racine; Shell Lake Boat Company, Shell Lake; Western Boat & Engine Company, Michigan City; West Mystic Company, West Mystic, and the Inland Boat Company, Geneva.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

W. E. Williams of W. E. Williams & Co., the well-known flooring manufacturers of Traverse City, Mich., visited his Chicago representative, M. L. Brown of the Monadnock building, last week.

George F. Williams of the Williams Brothers Company, lumber and last block manufacturers of Cadillac, Mich., was in Chicago last week accompanied by his wife.

G. von Platen, the well-known hardwood manufacturer of Boyne City, Mich., was in Chicago a few days this week and incidentally visited the Land Show.

H. I. Cutsinger of the Putnam Veneer & Lumber Company, manufacturer of hardwood lumber and veneers of Indianapolis, Ind., was in the city last week and paid his respects to the RECORD office.

F. L. May of the May Bending Works, Steubenville, O., was a Chicago visitor November 14.

John D. Phillips of the Diamond Lumber Company, manufacturer of hardwood and hemlock at Green Bay, Wis., was a Chicago visitor last week. Mr. Phillips' new mill is now in full operation, and he will have a full stock ready for the market early in spring.

Major W. R. Barksdale of the Dooley-Stern Lumber Company and other institutions in the Memphis district, was a welcome visitor at the RECORD office on November 9. The major is always an optimist on lumber affairs and was in a particularly happy mood on his recent visit. He says all his institutions made a fair profit during the current year, and he sees no reason why business should not show a reasonable improvement during the next few months. Major Barksdale is chairman of the committee having in charge the forthcoming annual meeting of the National Hardwood Lumber Association, and is already making arrangements for the entertainment of visitors. He expects that the date of this meeting will be changed to April or May next year in place of being held as formerly during the month of June.

J. D. Lacey of the big timber house of J. D. Lacey & Co., this city, is spending the week in New York on business connected with his house. He expects shortly to transfer his residence to New Orleans for the winter, as is his usual custom.

John S. Weidman, the lumberman-banker of Mt. Pleasant, Mich., was in Chicago a few days ago on his way home from an extended Pacific coast trip. His son, John S. Weidman, Jr., is expected to return from the coast in a few days, where he has been looking over timber for some months.

C. L. Willey's new fireproof veneer warehouse, in connection with his Chicago plant, is already doing service. He has stored in the new building about 11,000,000 feet of veneer, which is the largest stock in the United States. The new building is four stories high and of brick.

The Chicago trade was visited recently by S. B. Anderson, president of the Anderson

Fultz Company, Memphis, and W. B. M[illegible] secretary of the same concern.

W. W. Knight of the well-known hardwood concern of the John Knight Lumber Company, Indianapolis, Ind., spent a few days last week with his friends in the Chicago trade.

L. A. Goodman of the Sawyer-Goodman Company of Marinette, Wis., was a recent Chicago visitor.

L. S. Epperson, of the Lumbermen's Underwriting Alliance of Kansas City, Mo., passed through Chicago a few days ago en route for an extended eastern trip. At the present time Mr. Epperson is stopping in New York.

Thomas McCullough, manager of the National Association of Box Manufacturers with headquarters in Chicago, spent a short time in Milwaukee recently.

The Acme Cabinet Work[illegible] has been incorporated at Springfield by R. H. Mather, W. H. Hutson and W. A. Sheehan. The new concern will do a general woodworking business and has a capital stock of $10,000.

It is reported at Chicago that the Brighton Car Company has gone into voluntary bankruptcy and that a receiver has already been appointed to close up its affairs.

The Wilcox Manufacturing Company, having headquarters at Aurora, Ill., has been succeeded by the Richards-Wilcox Manufacturing Company.

J. E. Wilson, located at Utica, Ill., has sold out his business to the Utica Lumber Company of the same place.

Fred Jeffris of D. K. Jeffris & Co. reports that his concern is about ready to begin operations at its new mill near Moreville, La. The mill has been in process of erection for some time and will manufacture lumber.

L. H. Wheeler of the Wheeler-Timlin Company, with offices in the First National Bank building and headquarters at Wausau, Wis., has been out of town for several days, visiting the operations of the concern.

H. C. Miller of the Hardwood Mills Lumber Company, Monadnock building, Chicago, spent Sunday in Milwaukee with his family.

W. N. Webb, secretary and treasurer of the Forest Products Company, Marquette building, Chicago, has been out of the city for several days on a business trip in connection with the affairs of that company.

C. F. Holle, of Heath-Whitbeck Company, 22nd street, Chicago, has recently made several short out of town business trips.

H. B. Leavitt of the Leavitt Lumber Company of Chicago and the Leavitt Land & Lumber Company of Dermott, Ark., has returned from an extended trip to the Pacific coast and reports that he finds business here in a fairly satisfactory condition, considering the general state of affairs. Mr. Leavitt will shortly make a trip to Dermott.

A. H. Woerheide, president of the Forest Products Company, Chicago, has returned from an extended business trip through the various lumber producing sections of the country.

E. J. Gallouley, sales manager of the Foster-Latimer Company of Mellen, Wis., recently spent a few days in Chicago with Mr. Latimer of that concern. They report very good flooring trade.

L. W. Crowe of the Mears-Slayton Lumber Company, Belmont avenue, Chicago, spent a couple of days in northern Wisconsin last week on a duck shooting trip. Mr. Crowe reports that duck shooting is in a very prosperous condition, he and his companion having bagged seventy-two birds in two days.

W. O. King of the W. O. King Lumber Com[pany], [Thomas] and 22nd [streets], Chicago, was [out] of the city for a few days recently on business.

M. G. Harding, local manager for Markley & Miller, handlers of veneers and fancy woods, with headquarters in the Fisher building, Chicago, recently made a trip [to] Grand Rapids among the buying trade. Mr. Harding reports that he is landing a satisfactory amount of business, though buyers are beginning to hold off on account of taking inventory.

F. R. Gadd of the Wisconsin Lumber Com[pany], [Chicago], [left] ginning of this month.

F. W. Black of the Fred W. Black Lumber Company says that his business is progressing in good shape. He reports a good line of orders at good prices. Mr. Black's brother has gone south to the mills of the concern in Tennessee, where he expects to be permanently located.

C. L. Wallace, who is located at 115 Dearborn street, Chicago, has completed arrangements with the Bluff City Lumber Company of Bluff City, Ark., whereby he will handle the Chicago business of that concern.

George T. Houston of the George T. Houston Lumber Company has left for an extended trip to the southern mill points of his concern.

George F. Kerns of the Kerns-Utley Lumber Company, Fisher building, recently made a brief trip to Memphis.

E. A. Lang, sales manager of the Paepcke-Leicht Lumber Company of this city, is out of town on a business [trip] Grand Rapids.

Theodore Fathauer, president of the Theodore Fathauer Lumber Company, was in Memphis recently on business.

NEW YORK

C. E. Little, formerly of Seattle, Wash., has opened an office at 18 Broadway, where he will conduct a wholesale hardwood and Pacific coast lumber business.

John Harker, of this city, late of the Wiley-Harker Lumber Company, and A. B. Morgan, former secretary of that company, have organized the wholesale house of Harker & Morgan, with headquarters at Richmond, Va., to conduct a general wholesale business. Mr. Morgan will make his headquarters at Richmond and Mr. Harker will remain in New York. Both gentlemen are widely and favorably known in the trade and their many friends wish them every success.

Orson E. Yeager, the prominent Buffalo hardwood lumberman, was a recent visitor in town and expressed himself as well satisfied with business. He and A. W. Kreinheder of the Standard Hardwood Lumber Company, Buffalo, were leading participants in the recent successful reliability automobile tour held by the Automobile Club of Buffalo, of which Mr. Yeager is president and Mr. Kreinheder referee.

Schedules in bankruptcy of Presburg & Co., piano manufacturers, 541 West 43d street, who failed recently, show liabilities of $30,679 and assets about $22,500.

The members of the Lumbermen's Club of New York enjoyed some very comfortable and homelike facilities on election night in the direct wire returns at the club rooms, Broadway and 25th street, where a number of the members enjoyed that popular pastime under most attractive circumstances. At a recent meeting of the governing board the following new members were elected:

R. A. Fowler, Fowler & Silberhorn, Brooklyn; E. E. Goodlander, Goodlander-Robertson Lumber Company, Memphis; R. H. Vansant, Vansant-Kitchen & Co., Ashland, Ky.; Gordon C. Edwards, W. C. Edwards & Co., Ottawa; Charles L. Adams, Mount Vernon; George D. Burgess and William H. Russe, Russe & Burgess, Inc., Memphis; Thomas Gresham, Richmond; Richard P. White, Albany; Col. Francis E. Waters, Surry Lumber Company, Baltimore; Preston S. Warn, Seebert; James D. Lacey, Chicago; William B. Townsend, Little River Lumber Company, Townsend, Tenn.; B. H. Ellington, Ellington & Guy, Richmond, Va.

[The] Broadway, Brooklyn, and Isaac Cohen, 220 Broadway, New York. The company will manufacture parquet flooring.

H. H. Holland of Briggs & Holland, large timber land operators of Portland, Ore., sailed from [New York] honeymoon tour.

The R. T. Jones Lumber Company, Flatiron building, New York, has just secured the eastern selling agency for the well-known hardwood maple flooring products of the J. W. Wells Lumber Company, Menominee, Mich., whose "Diamond Hard" brand is receiving a popular place in the hardwood trade.

BUFFALO

The Buffalo Lumber Exchange expects to meet every Saturday hereafter, but has found no busi[ness] [to] features of the meeting of the exchange this month was a general discussion of trade. Practically every member spoke well of it and, with a supply at hand that dealers want, there should be no difficulty in the trade.

President W. L. Sykes and W. C. Sykes of the Emporium Lumber Company attended the fifth annual meeting of the Empire State Forest Products Association at Watertown on November 17, at which most of the timber owners of the Adirondacks were present.

The Buffalo Hardwood Lumber Company, realizing that birch is a scarce wood, has laid in a stock from Michigan, with some maple. The members of the company are interested in large Canadian tracts of cedar.

[F. W. Vette] says business has shown improvement during the present month, with a call mostly for oak and maple. Chestnut is in demand, especially in the better grades, which are firm in price.

Business is showing improvement with the Standard Hardwood Lumber Company, the table factory and dry-kiln running full force. The yard has been getting in good stocks of oak recently.

With its new improvements in shed and boiler house equipment, G. Elias & Bro. are in good shape to handle the large business that comes their way. The box business has been easing off, but lumber is selling well.

O. E. Yeager reports a fair sale for cypress, both in Louisiana and Mississippi stocks. White ash is selling better and wide poplar and oak are in good demand, panel poplar being scarce.

The Pascola Lumber Company has been holding its large stocks of gum for good prices, appreciating the fact that gum is a wood that is more than holding its own and is growing into [larger] demand.

R. D. McLean sailed from Europe on November 19. The mills of the McLean interest are running strong, but the southern mills find it hard to get oak logs and small mills are likely to be out of business soon.

Scatcherd & Son are among the largest users of mahogany in the country, and through their Batavia hardwood door mill are always at work on some very large New York building contract.

PHILADELPHIA

The West Branch Novelty Company, Milton, Pa., is a wide-awake, alert concern in eastern Pennsylvania. This company, which has been in business for eighteen years, manufactures odd furniture and screens in bamboo and oak, also fancy shirtwaist and utility boxes of various kinds. The officers are G. C. Chapin, president; E. S. Chapin, treasurer; H. R. Frick, secretary.

[The] has been good, but as there seems to be an inclination to buy a cheaper ware, it naturally re-

prices a large volume of sales to make a desired profit.

Mann & Parker, manufacturers of hardwoods northwest corner South and Water streets, Baltimore, Md., are reasonably busy. Frank A. Parker states that the October trading was the best they have had since they have been in business, and that November bids fair to pan out as well. Mr. Parker is in New England hunting up his usual good orders.

John H. Stewart of Cambridge, Md., one of the best-known lumbermen in that section, died on November 14. He was fifty-eight years old.

The first engines of an order of twenty compound locomotives for the National railways of Mexico, have recently been delivered by the Baldwin Locomotive Works.

The Mackey Motor Company, Newark, N. J., was incorporated under New Jersey laws on November 9, with a capital stock of $300,000.

The Power Piano Company, Philadelphia, was incorporated under Delaware laws on November 10. It is capitalized at $50,000.

The English Mahogany Company, Wilmington, Del., was incorporated under Delaware laws on November 13, with a capital of $300,000.

BOSTON

John D. Rice's steam sawmill at Charlemont was recently destroyed by fire. The mill was used to get out chair stock and for general jobbing.

Gardner I. Jones of the Jones Hardwood Company recently returned from a business trip of three or four weeks.

James J. Mead of the Mead & Spear Company, Pittsburg, Pa., has been a recent visitor at this market.

S. C. Major of the S. C. Major Lumber Company, Memphis, Tenn., called upon the trade in Boston and vicinity during the past fortnight.

George A. Gove, who for some time has been connected with the Hutchinson Lumber Company of Lynn, Mass., will open a lumber yard of his own and carry a line of builders' supplies.

The firm of Lewis & Brown, lumber dealers, Provincetown, Mass., has been dissolved. This firm has been in business for about twenty years. D. F. Lewis has retired and sold his interest in the business to the junior member, Reuben F. Brown.

Everitt J. Lake, of Hartford, Conn., was recently elected vice-president and general manager of the Northwestern Lumber Company, a Canadian concern, whose timber lands are in British Columbia. Mr. Lake will have his office at his old location in the Phoenix Bank building. He is also president of the Hartford Lumber Company and ex-lieutenant governor of his state. Mr. Lake is planning to visit the property of the new company soon.

The Aroostook Cooperage & Lumber Company has been organized in Houlton, Me., with a capital stock of $10,000. T. V. Doherty is president and H. H. Westervelt is treasurer. The company proposes to own and operate cooperage shops and conduct a lumber business.

Messrs. Appleby and Davis of the Appleby Lumber Company, Jamestown, N. Y., were visitors at the Boston market recently.

PITTSBURG

William Hunter and William Enos have formed the Pennsylvania Lumber Company of Pittsburg and are now located in roomy yards at Liverpool and Metropolitan streets. They handle nothing but the best grades of hardwood. Mr. Hunter was for six years with the Furnace Run Saw Mill & Lumber Company and is known as one of the most efficient lumber salesmen in the city. Mr. Enos was formerly connected with the Enos Lumber Company.

J. C. Scofield who for a number of years has been secretary and general manager of the Pittsburg Hardwood Door Company of this city, will go to Detroit soon to represent the Paine Lumber Company in that city. He will have charge of the Michigan and northwestern Ohio field. Mr. Scofield was formerly connected with the A. G. Breitwieser Lumber Company.

Carl Vandervoort, secretary of the Pittsburg Lumbermen's Mutual Fire Insurance Company, made a flying trip to Atlanta, Ga., recently. While in that city he ran over to Babcock to inspect the big Babcock operations.

The American Lumber & Mfg. Company is keeping its mills fairly busy. Its officials report that from all indications there will be a stiff increase in business after the first of the year. Prices on hardwoods in general are pretty firm.

The C. P. Caughey Lumber Company is getting its affairs in shape for a busy winter. It will put in a mill at once and cut off its recently acquired tract of timber in Centre county, Pennsylvania, which will furnish it hundreds of cars of mixed hardwood for mining and other purposes.

C. B. Rhea of Livermore, Pa., secured a big order for lumber from the Buffalo, Rochester & Pittsburg Railroad Company last week. Much of this stuff is hardwood and it will keep his plant busy all winter getting it out.

BALTIMORE

Holger A. Koppel, an exporter of hardwoods and Danish vice-consul at Baltimore, who has an office in the Caroll building, slipped over to Philadelphia on November 5, where he was married by a justice of the peace to Miss Virginia Florence Cline, the daughter of David S. Cline, of 2112 Seventh street. Miss Cline has been Mr. Koppel's private secretary since he embarked in business on his own account, about four years ago. She is thoroughly familiar with the details of the business and is known to many members of the trade. Mr. Koppel said the wedding was not an elopement, but that he had gone to Philadelphia merely to avoid the fuss of a church ceremony.

The members of the special committee of the National Lumber Exporters' Association, which went to England and Belgium to confer with the brokers and buyers there in regard to the matter of establishing grades for wagon oak planks and settling various other matters in dispute, sailed for home from Antwerp on the steamer Lapland and arrived in New York on November 19. According to the information received here as to the progress of the negotiations, the members of the committee expressed themselves as highly gratified with the results accomplished. A most cordial reception was given them wherever they went and brokers and buyers alike were disposed to meet them in a friendly and conciliatory spirit. Apparently, much of the feeling which had grown out of the differences over the inspection rules and the manner of inspecting oak planks abroad was the result of misunderstanding, the great distances between the two parties to the dispute tending to give rise to false impressions as to intent. The conferences served to eliminate this feeling of antagonism and will do much toward impressing the exporters and the importers with their mutual good will.

E. B. Wright of the Butters Lumber Company of Boardman, N. C., was in Baltimore last week to confer with Secretary J. McD. Price on the action of the railroads in fixing the minimum of weight of a carload of lumber at 40,000 pounds, this being an advance from 34,000 pounds. Mr. Wright sought out Mr. Price because the National Lumber Exporters' Association was perhaps the first organization to take up the matter and call attention to it as working a hardship on the shippers of southern woods.

Walter J. Sharp of Churchill & Sim, the widely known lumber importing house of Liverpool, stopped in Baltimore last week as one of the halting places in his journey through the United States. He called on various hardwood firms here and sought information about trade conditions, also expressing the opinion that business in the United Kingdom was on the mend, and that the demand for American woods might be expected to increase.

R. E. Wood, president of the R. E. Wood Lumber Company, is back from a trip to the company's mills in eastern Tennessee and western North Carolina, and states that he found everything in good running order.

C. W. Denny, the buyer for R. P. Baer & Co., of this city, in western North Carolina, who was hurt in the wreck on the Murphy branch of the Southern railway in October, is still confined to his room, his injuries having proved more serious than first supposed. He dislocated a shoulder, the doctors pronouncing the dislocation worse than a break would have been. W. T. Mason, another lumberman, was hurt in the same wreck, and, on account of his age, it is feared that the outcome may be serious.

The troubles of the Clinch Valley Lumber Company, which resulted in court proceedings in Virginia, attracted considerable attention among hardwood men here. It was known that the company, which made its headquarters at St. Paul, Va., found it difficult for some time to meet obligations, one of the means resorted to being to transfer accounts to the Manufacturers' Finance Company, a Baltimore concern, as security for advances. The Finance company's claims are said to aggregate about $27,000 and are believed to be secured. The failure, it is thought, will prove a bad one. There are no other creditors in Baltimore. It is stated that the company had been unable to fill some of the contracts for lumber taken here.

CLEVELAND

Elmer E. Teare of Potter Teare & Co., one of the prominent lumbermen of Cleveland, was re-elected president of the Builders' Exchange of Cleveland during the past week by one of the largest votes ever received by a candidate for the office. During the past year Mr. Teare has done much to help build up the organization.

The Wetzel Lumber Company of Cleveland has been incorporated under the laws of Ohio, with a capitalization of $10,000, by C. N. Wedge and others, to do a general lumber business.

George Bray has been named as adjuster for the Georgian Bay Lumber Company, which recently assigned. An inventory of the company's stock is now being taken preparatory to an early settlement.

One of the changes in the lumber business during the past fortnight was made in connection with the city salesmanship of the Southern Lumber Company, when Frank Kimball, who has been associated with the concern for some time, resigned to go into business for himself. It is announced that he will be succeeded by R. Clyde Klumph, who has been city salesman for the F. T. Peitch Company.

The newly formed Lumbermen's Club is flourishing to such an extent that it has been decided to hold an evening of "stunts" at the Lumbermen's clubhouse on West 3rd street within a short time, when the names of a number of new members will be announced. A banquet was held a short time ago at the Hotel Euclid, which showed the members the value of such an organization.

W. B. Martin of the Martin-Barriss Company reports a good demand in his business of furnishing fine cabinet woods for big monumental buildings for English quartered oak. This wood is in fine demand in many of the large courthouses and postoffices throughout the country, as is also some of the finer grades of mahogany and Circassian walnut. Mr. Mar-

tin was in New York recently looking after shipments of imported logs, which the company is receiving almost constantly.

COLUMBUS

The Appalachia Lumber Company of Columbus was incorporated with an authorized capital of $35,000 by John R. Gobey, Joseph S. Walker, Daniel H. Maul, L. B. Schneider and Charles J. Cummins, to conduct a wholesale business in hardwoods and yellow pine. The company plans to locate in an office in Columbus in the near future. John R. Gobey is one of the leading spirits.

At Greenfield, O., J. L. Barr has leased his sawmill to F. W. Coyner who will devote his attention to manufacturing hardwoods exclusively. Mr. Barr will turn his attention to his lumber interests at Isoline, Tenn.

During the month of October valuations on buildings for which permits were issued by the Columbus building department totaled $450,802, as compared with $386,880 for the corresponding month in 1909. This is an increase of approximately $125,000, which is considered quite a record. The number of permits issued during October, 1910, was 277, as compared with 171 for October, 1909.

W. L. Whitacre of the lumber company bearing his name, has returned from a two-weeks business trip through the South. He reports satisfactory business conditions in that territory, Mr. Whitacre says trade in Columbus is steady with prices unchanged from the previous fortnight.

The Wood Novelty Company of Harrod, Allen county, Ohio, was incorporated with an authorized capital of $5,000 to manufacture and sell woodon novelties and handle a general line of lumber by Alvin E. Rankin, Levi B. Miller, Charles W. Johnston, Philip A. Kahle and Clay C. McTheron.

J. M. Andrews, representing the Saxon-Lime Lumber Company of Bluefields, W. Va., was a caller upon Columbus lumbermen recently.

J. E. Cummins, president and treasurer of the Columbus Saw Mill Company, has purchased for the company a lot of two acres on Dublin avenue, where the plant is now located. It had formerly been leased. Extensive improvements will be made and the plant increased in capacity. The concern manufactures hardwoods exclusively.

F. B. Pryor, sales manager of the western division of the W. M. Ritter Lumber Company, and H. W. Collins, eastern sales manager of the same company with headquarters in Philadelphia, were at the Columbus office November 12 in consultation with Central Sales Manager R. W. Horton. Both men report an active demand, which is well distributed.

CINCINNATI

J. M. Clements, who for some time past has been the secretary of the Dwight Hinckley Lumber Company, has withdrawn from that company, and is now the secretary of Fagin & Kirkpatrick, who have offices in the Provident building.

The W. E. Heyser Lumber Company is the latest addition to the hardwood market of the Queen City. The company was incorporated under the laws of Ohio, November 19, with a capitalization of $100,000. Mr. Heyser is the president of the Hardwood Lumber Company, which is well known in this market.

George Hand, of the Bayou Land & Lumber Company, returned last week after an absence of four weeks, spent at the mill of the company at Itta Bena, Miss.

Letters received from Sam Conn, manager of the Tensas River Lumber Company, in Concordia Parish, La., state that they are rapidly getting the land in shape for the erection of their mill. The ground has been cleared and the foundations are being laid for the mill machinery.

[illegible] delegate to the [illegible] and another from the governor of Kentucky.

S. Earle Giffen is now secretary of the Dwight Hinckley Lumber Company. The company will remove to yards at Gest and Dalton avenue about [illegible].

The T. B. Stone Lumber Company will move from the Union Trust building to its yards at Dalton and Hopkins streets Wednesday, November 23, so as to be able to celebrate Thanksgiving day in its new home.

Preparations are being made for the celebration of the opening of dam No. 35, at Fern Bank, Cincinnati, at an early date. The work on the dam is about completed, after six years of labor, at a cost of approximately $6,000,000. Owing to the uncertainty of the water stages in the river, the reports show that the actual number of working days during the entire six years was 365. This is one of the 63 dams which must be built between Pittsburg and Cairo to make a nine-foot stage of water the year round. Twenty-three of the dams are completed and it is expected the entire work will be finished within ten years.

Evidence that the "square deal" promoted by the Lumbermen's Club of Cincinnati is being accepted with favor by outsiders is being rapidly accumulated, several cases having already been satisfactorily adjusted. President Walker recently received an appeal from a comparatively unknown concern to submit to the Arbitration Commission a shipment of lumber sent to a Cincinnati concern, over which there has been a disagreement. The case was immediately referred to the Arbitration Commission, and the decision will be presented in a few days.

W. A. Bennett spent last week in Kentucky. During his absence the affairs of Bennett & Witte were looked after by E. J. Thomas, office manager. Governor Harmon has appointed Mr. Bennett as a delegate from the state of Ohio to the Rivers and Harbors Congress at Washington, D. C., on December 7, 8 and 9. For many years Mr. Bennett has been a regular attendant at the congress as a delegate from the Chamber of Commerce. He has signified his acceptance and will attend.

S. A. Boyd, the chairman of the delegation of the Lumbermen's Club of Cincinnati, is hustling for a big representation of the lumber interests. The Chamber of Commerce is following its usual custom of chartering special trains to carry the delegates from Cincinnati to the congress.

The Freiberg Lumber Company is preparing for another cargo of Mexican mahogany logs, which its buyer, James Rauh, is now securing in Mexico. The operations of the Freiberg company are far removed from the trouble zone in Mexico and no difficulty is anticipated. Mr. Rauh will probably remain in Mexico for several weeks before returning to the Cincinnati office.

The yards of the Fullerton-Powell Hardwood Lumber Company at this point are well stocked with hardwoods. H. Card, the successor of E. Bradley as manager, has been quite successful with affairs at this end of the line. C. J. Powell of the same company has been looking after the business here during the absence of Mr. Card, who is on a scouting trip through the South.

INDIANAPOLIS

W. W. Knight of the Long-Knight Lumber Company is home from a business trip to Memphis.

Alfred Lauter of the H. Lauter Company has returned from a week spent in Chicago.

The Hill-Tripp Company has succeeded the [illegible] of refrigerators and hardwood specialties at Anderson's sale, the purchase price being $50,000.

[illegible] Lumber Company at Linden, was killed on November 14 as the result of a fall from a motorcycle. He was twenty-eight years old and is survived by a family.

J. H. Henderson and S. E. Flickinger are in Concordia Parish, La., where they probably will [illegible].

The trade extension trip of the Indianapolis Trade Association between this city and Dugger, scheduled for Nov. 17, was abandoned because [illegible] trade extension trips will be made this year.

An organization has been formed by a number of leading lumbermen of the city under the name of the Indianapolis Wholesale Mercantile Company [illegible] organization with hardwood doors, which will be kept in a centrally located warehouse. The company has been incorporated with an authorized capitalization of $20,000 and will begin operations at once. Officers of the company are: President, George L. Maas, president of the Maas-Neimeyer Lumber Company; vice-president, William F. Johnson, president of the William F. Johnson Lumber Company; secretary, O. D. Haskett, vice-president of the Burnet-Lewis Lumber Company; treasurer, O. L. Huey, president of the Capitol Lumber Company. J. G. Brannum, president of the Brannum-Keene Lumber Company, is also a member and director of the new concern.

EVANSVILLE

A party of hunters left this city on November 15 for Mississippi. They will hunt on the land of the Maley Land & Lumber Company, a concern having its headquarters in this city. The party was composed of local lumbermen and their friends. Among the party were F. M. Cutsinger of Young & Cutsinger, Daniel Wertz of Maley & Wertz of this city, and Leland G. Banning of Cincinnati. The party has gone to Mississippi for several years, always bringing back trophies of the hunt and having a great time.

Articles of incorporation for the American Woodwork Manufacturing Company have been drawn up by Attorney Louis O. Rasch of this city. The new concern is to be capitalized at $40,000. The incorporators are Louis H. Kramer, L. Kramer and Frank A. Larkin. The new company will take over the plant of the bankrupt New York Dimension Supply Company at Devon and Florida streets in this city. The officers are Louis H. Kramer, president, and Frank A. Larkin, secretary. Mr. Larkin stated that no stock would be offered to the public at present. The same men are forming the American Hardwood Lumber Company, to buy and sell lumber in this market.

John A. Thompson, prominent banker of Edinburg, Ind., and member of the firm of [illegible] plant was destroyed by fire recently, was in the city this week. Mr. Thompson stated that his firm has decided to rebuild the plant recently destroyed by fire.

Ground has been broken for the erection of the mammoth plant of the Vulcan Steam Shovel [illegible] combined business associations last fall.

A new furniture factory which will employ 200 men will begin operations January 1 in the building formerly occupied by the Southern Stove Works. J. C. Stevens, secretary of the Indiana Stove Works, will be manager of the new concern. The other incorporators are Jacob Bischer, president of the Indiana Stove Works, and F. A. Gumberts and Ignace Rosenthal of [illegible] stock of the new concern is listed at $50,000.

MEMPHIS

Weather conditions throughout the hardwood territory during the past month have been extremely favorable for the production of hardwood lumber and fairly good progress has been made. However, the car shortage is just as pronounced as it has been heretofore, while the streams in this territory have not received any more water, with the result that the supply of logs available is somewhat restricted, so far as a number of plants are concerned. The fall, however, has been so open and conditions have been so favorable for operation, that the amount of lumber produced has probably been quite up to the average for this period for the past three years. There has been no change in the attitude of manufacturers unless perhaps they have shown a tendency to operate their plants a little more fully where possible. There has been further improvement in trade conditions and the amount of lumber being delivered by some of the firms here is heavier than since the panic. In fact, three of the larger firms in this market have made the statement within the past two days that they were doing the best business they have done since October, 1907. There is a more optimistic feeling all around in regard to the domestic markets, and the opinion is expressed by some of the leading exporters who have been abroad that there are better things in store in the way of increased business with Europe.

There is nothing to be desired regarding general business conditions in this section. Bank clearings on several days recently have established new high records and the figures for the week just ended were larger than the ones for that preceding, despite the fact that the latter were, up to that time, the heaviest ever recorded. The very high prices obtained for cotton, together with the very large volume of business doing therein, are largely responsible for the exceptional showing in clearings. However, there is a good general business, and every interest in the trade here, including the hardwood industry, is making its contribution. Building operations are on a liberal scale and some large projects have been announced within the past few days.

The movement of freight in this section is necessarily very heavy. Receipts of cotton at Memphis for the week just ended broke all previous records. It has taxed the railroads to their utmost capacity and lumbermen as well as other interests can trace some of their car shortage directly to the movement of cotton. There is no prospect of any immediate letup in receipts of cotton here, which is only another way of saying that there is no relief to the very decided car deficit. As giving some idea of the shortage of cars it may be stated that there is not a lumberman here who is receiving anything like the amount of cars ordered for interior points. In fact, some of them are not getting more than fifteen to twenty-five per cent of what they order.

George T. Kendal of the Memphis Saw Mill Company, who makes his headquarters at Grand Rapids, Mich., has been spending some time in Memphis recently. Mr. Kendal says that the hardwood industry is in a more satisfactory condition and calls particular attention to the fact that there is a greater demand for timber land than there has been for several years.

Wright Smith, W. N. Coulson and others, who are connected with Lee Wilson & Co., left here on November 20 for Wilson, Ark., where they, together with other employes of the firm, were guests of President Wilson on a hunting trip, which will last through Thanksgiving week. In addition to these guests, a number of the firm's patrons were also present. The occasion has come to be an annual one, and the Memphis contingent look forward to it with much pleasure. The purpose of [illegible] of the hunting will be about six miles back of Wilson, Ark., where Lee Wilson & Co. have extensive interests.

W. R. Barksdale of W. R. Barksdale & Co. has returned from a trip to Chicago. He says that he finds some improvement in trade conditions and that his three mills, which have been idle for some time, have all resumed operations.

The Darnell-Taenzer Lumber Company, the Memphis Veneer & Lumber Company, the Memphis Hardwood Flooring Company, the Green River Lumber Company, the Bellgrade Lumber Company and other firms in this city and section, which were joint plaintiffs in the action brought before the Interstate Commerce Commission against the Transcontinental Freight Bureau, protesting against the advance from 75 to 85 cents in the rates on hardwood lumber shipments from Memphis and Mississippi river points to Pacific coast terminals, have been awarded reparation. The amount in each case covers the excess in rates paid by them on shipments at the higher levels. This action was brought more than two years ago and the lumbermen of this section won a signal victory. It is a rather strange coincident that, just when the awards are being made, the Transcontinental Freight Bureau is making an effort to again raise the rate from 75 to 85 cents per hundred pounds. The Lumbermen's Club of Memphis and various other organizations in the interested territory have taken up the matter with the Interstate Commerce Commission and have already succeeded in securing an order from that body suspending the advance for some time. They are now engaged in an effort to secure a permanent injunction against the roads involved in order that the question may be settled for all time. W. B. Morgan, vice-president of the River & Rail Committee of the Lumbermen's Club, and James S. Davant, of the Memphis Freight Bureau, are among the prominent workers to this end. The amounts awarded in the old cases ranged from $51.60 to $1,480.77.

The stave plant of J. F. Hasty & Sons of Paragould, Ark., which was destroyed by fire some time ago, has been rebuilt and has resumed operations. This plant had not been idle except temporarily since 1888, until the fire made it necessary to rebuild.

It now transpires that the railroad which gave the order for 5,000,000 ties to the National Lumber & Creosoting Company at Texarkana, Ark., was the St. Louis Southwestern (Cotton Belt) Railroad Company. It further transpires that the 25,000 acres of land on which the company has secured an option is owned by Hoshall & McDonald Brothers of Helena, Ark. This is said to be the largest single order for cross ties ever closed by any railroad in the South.

Final survey for the Dyersburg & Jackson Railroad will be made at once and it is announced that active work of construction will begin by the first of 1911. This road will tap a very rich section of West Tennessee and it will increase the facilities of some of the Memphis lumbermen for developing timber lands which they own in the territory through which the line will pass.

The Nashville, Chattanooga & St. Louis Railroad Company has secured a strip of land at Paducah, Ky., on which additional facilities may be installed in order that it may be in position to accommodate the increased business due to the connection which has been effected with the Burlington System at that point. It is stated that, after December 1, the Burlington System will be sending at least fifty cars a day into Paducah and that the movement is expected to rapidly increase after that time. This system will use the Nashville, Chattanooga & St. Louis for reaching Memphis and other points on that line in the South.

The Dowell Land Company, with headquarters at Walnut Ridge, Ark., has been formed [illegible] the production of land timber and [illegible] cultural enterprises. It has a capital stock of $50,000 and S. C. Dowell is president.

The Bureau of Publicity and Development has made arrangements to send James S. Warren, general manager thereof, to see the firms which are inquiring regarding Memphis. It is the idea of the bureau that it will be better to have Mr. Warren make these visits in person than to rely upon correspondence, and this course will be adopted in all cases where there is a prospective enterprise in sight. Whenever Mr. Warren is absent on these trips his work will be looked after by John M. Tuther, secretary of the Business Men's Club.

S. B. Anderson of Anderson-Tully Company, and R. J. Darnell of R. J. Darnell, Inc., both of whom recently returned from Europe, are of the opinion that there will be a better business in American hardwoods in Europe at an early date. These views on their part are expressed as a result of the investigations made while abroad.

Fire which originated in the dry-kilns of the Bluff City Lumber Company, Clio, Ark., November 19, destroyed 300,000 feet of high-grade lumber, together with five dry-kilns belonging to the company, entailing a loss of more than $20,000. John F. Rutherford of Pine Bluff, president of the company, states that the loss is fully covered by insurance. It is expected that the plant will be kept running steadily, as it was not damaged.

NASHVILLE

Hamilton Love of the firm of Love, Boyd & Co. is a member of the board of directors of the new Nashville Traffic Bureau, recently organized under the auspices of the Nashville Board of Trade. The organization will be formally incorporated in the near future. It will keep in its employe an expert man on traffic matters and on the laws pertaining to the same. The bureau will have an office open at all times.

News has been received of the death of Dan J. Ernest, formerly a Nashville lumberman, at his new home, Evansville, Ind. The deceased was well and favorably known in Nashville, where he had many friends.

A recent visitor to Nashville was John H. Baskette, now in the woodenware business at Helena, Ark., but formerly a member of the Prewitt-Spurr Manufacturing Company and former city councilman in Nashville. Mr. Baskette is devoting all of his time to the manufacture of buckets and tubs and other hollow woodenware. He is using gum and cottonwood and finds both quite satisfactory for such use.

F. W. McLain of Bedford county, Tennessee, and until recently associated with the Helena Woodenware Company of Helena, Ark., has decided to locate in Nashville in the lumber business. He has secured offices in the Homestead building and will deal in yellow pine and cypress, in carload wholesale business, but will handle some hardwoods also.

C. H. Edwards of Paris, Ky., a popular and well-known lumber salesman in this section, was in Nashville recently, on his way south. He represents the American Lumber & Manufacturing Company of Pittsburg, Pa.

A recent visitor to Nashville was A. C. Hawes of the Hawes Lumber Company of Chicago. A part of his stay in Nashville was with his old friend D. S. Hutchinson of the Pearson-Hutchinson Lumber Company.

LOUISVILLE

The Louisville Hardwood Club is planning an active year, and President T. M. Brown, who recently took hold of the reins, has started out in approved fashion by perfecting his organization through the appointment of committees. The following compose the standing committees for the year:

Executive—The officers of the club, including T. M. Brown, W. P. Brown & Sons; S. E. Booker, E. B. Norman & Co., and Claude M. Sears of the Edward L. Davis Lumber Company.

Membership—Edward L. Davis, chairman; Edward Shippen, Louisville Point Lumber Company; D. E. Kline, Louisville Veneer Mills; A. E. Norman, Norman Lumber Company.

Advertising—S. E. Booker, chairman; D. E. Kline, Claude M. Sears, J. C. Wickliffe, C. C. Mengel & Bro. Company.

Transportation—E. B. Norman, E. B. Norman & Co., chairman; Everett Haynes, Mengel Box Company; D. C. Harris, C. C. Mengel & Bro. Company, and J. C. Wickliffe.

Stock List—A. E. Norman, Norman Lumber Company, chairman; H. J. Gates, Louisville Point Lumber Company, and Edward L. Davis.

Entertainment—Claude M. Sears, chairman; J. G. Brown, W. P. Brown & Sons Lumber Company; H. E. Kline, S. E. Booker, E. B. Norman, H. J. Gates, R. F. Smith, Ohio River Sawmill Company.

Logs—Harry Kline, chairman; W. N. Hess, North Vernon Lumber Company; R. Talbot, North Vernon Lumber Company; Edward L. Davis, Edward Shippen, E. B. Norman.

The entertainment committee will have a particularly interesting task in connection with the trip to the Memphis convention of the National Hardwood Lumber Association. There is talk of a special car and a lot of other fixin's. Of course Louisville will not ask for the next convention, but the local crowd will be in a position to work hard for the town to which they throw their strength. The entertainment committee will also have charge of the weekly dinners of the club, which are held every Tuesday evening at the Seelbach hotel. The latchstring of the Hardwood Club is always on the outside and visitors to this market are invited to attend the meeting and accept the old fashioned Kentucky hospitality, which is always in evidence at the club meetings.

A recent visitor at the Hardwood Club was S. B. Taylor of Taylor & Mason, Buffalo. Mr. Taylor has made a close study of existing conditions, and his views on the subject proved interesting.

A situation which is worrying lumbermen here who have southern mill connections and who buy logs in that section is the scarcity of cars. Rolling stock, according to railroad statistics, should be in good supply, but this is apparently not the case. The anomaly is explained on the ground that a large percentage of the cars which are apparently available are really not on account of being in poor repair. The result is that on the eve of the busiest season of the year the railroads are without a sufficient number of good cars to take care of business. This is true of Southern roads, and local lumbermen hear from those in other lines that it is also true of roads in other sections.

The Louisville Commercial Club is making an effort to establish a traffic bureau which is intended to act in an advisory capacity for local shippers. The hardwood trade has been approached through its individual members, and many have signified that they would support such a plan. The Louisville Hardwood Club, however, has taken up the idea that a traffic bureau intended for the use of lumber firms and lumber consumers could fill a long felt want and would have plenty of work to keep it busy. With that idea in mind a special committee has been appointed to look into the proposition, and they will report at a meeting in the near future as to the advisability of establishing the bureau.

The opening of the hunting season in Kentucky took place November 15, and it was the signal for a generous exodus of local nimrods. The hardwood men especially took advantage of the opportunity to pursue the festive partridge to its accustomed haunts. A. E. Norman, of the Norman Lumber Company; E. B. Norman, of E. B. Norman & Co., and Edward L. Davis, of the Edward L. Davis Lumber Company, were among those who went out on the opening day, and all reported fair luck.

Harry Gates, of the Louisville Point Lumber Company, is in the east, and reports from him indicate a marked stimulation of business. Ed Shippen, head of the company, said that the past two weeks have been exceedingly active ones for his firm, and he believes that there is a generally improved condition noticeable. The Ford, Ky., mill of this firm has been closed for the winter, as no more logs will be available until the spring freshets result in a log tide in the Kentucky river.

D. E. Kline, of the Louisville Veneer Mills, has been in New York recently and has also visited other eastern cities. Harry Kline, who has been in charge during his absence, said that the veneer trade is improving. The furniture factories have begun ordering in about normal volume and this has had a good effect on the situation.

Claude M. Sears, of the Edward L. Davis Lumber Company, has started on a trip through the Middle West. Business with this company is good. J. Earl Davis, who is in charge of the mill in Barren county, was in the city recently and reported that log prices are still high, but that fewer buyers are in the market. The company has added greatly to its yard as a result of the removal of the Norman Lumber Company to Ninth and Magnolia streets. The Davis stock is now being piled on both sides of the railroad track and its transportation facilities are consequently much improved.

Business with C. C. Mengel & Bro. Company has been so good that the big mill in South Louisville has been running day and night for some time. D. C. Harris, manager of the traffic department of the company, has returned from a logging expedition through the South..

T. M. Brown, of the W. P. Brown & Sons Lumber Company, states that business is improving. All the mills of the company, including the one recently started at Dickson, Tenn., have been running steadily and the situation there is satisfactory.

The Dyersburg, Tenn., mill of the North Vernon Lumber Company is now running, all the new equipment which had been ordered having been installed. Manager W. N. Hess reports business picking up.

Attorneys who are representing local hardwood firms in their litigation before the Interstate Commerce Commission have completed the taking of the evidence and will journey to Washington shortly for the purpose of working up the exhibits which have been filed by the railroads. They are confident that they will be able to show that discrimination in the matter of rates actually exists, and they believe that a decision by the commission will be rendered within the next few months.

Work on the new extension of the Louisville & Eastern railroad is being pushed rapidly. The final contract was let least week to Winston & Co., of Richmond, Va., who will build twelve miles of track east of Whitesburg, Ky. This section is without railroad activities of any kind and its valuable timber stand has remained practically untouched.

ST. LOUIS

The Lumbermen's Club of St. Louis held its regular monthly meeting at the Planters hotel Thursday evening, November 17. After the usual dinner the members listened to an address by former Judge O'Neil Ryan, on "Civic Spirit."

Two committees to nominate officers for the ensuing year were appointed, one by the president, R. J. O'Reilly, composed of R. S. Price, J. A. Reheis and Geo. E. Hibbard, and the other by the members from the floor, consisting of Julius Seidel, Louis Essig and Frank Goepel. Each of these two committees will nominate candidates, who will be voted on at the December meeting, when the yearly election will be held.

Since the last issue of the HARDWOOD RECORD went to press, the wedding of Thomas E. Powe and [illegible] marriage ceremony was performed by the Rev. D. C. Garrett, at the St. Peter's Episcopal [illegible] ceremony a reception was held at the residence of the bride's parents Capt. and Mrs. Robert McCulloch, after which the bridal couple left on a short trip to the East.

[illegible] beautiful mahogany hall clock from St. Louis lumbermen.

A fair demand for the leading hardwoods is reported by the Charles F. Luehrmann Hardwood Lumber Company. This is particularly true of choice red gum and plain sawed oak. These two items command a fair price.

Car oak is in pretty good demand, W. W. Dings of the Garetson-Greason Lumber Company reports. He reports [illegible] high-grade oak stock and is generally in the market to sell when there is a call for this item.

E. W. Blumer, sales manager of the Lothman [illegible] found the trade feeling much better on his last trip than on the one he made several weeks ago. He is looking for a good call for cypress later in the season.

Charles Thomas of the Thomas & Proetz Lumber Company reports inquiries have been coming in quite freely of late. He believes it will only be a question of a few weeks before business will be much better.

George E. Hibbard of the Steele & Hibbard Lumber Company anticipates an increase in prices for all the better grades of hardwood lumber as soon as business begins to improve. Mr. Hibbard says trade has recently been quite good with them and they have booked several good-sized orders at satisfactory prices.

LITTLE ROCK

By an agreement between the Arkansas Railroad Commission and the traffic departments of the various railroads, a pronounced reduction has been secured in the estimated weights of dressed lumber. Heretofore, there has been but one system of estimating, the same estimate, 3,250 pounds per thousand feet, applying alike to dressed and rough lumber. Manufacturers showed the unjustness of this, and the railroads agreed to a reduction based upon the figures of the shippers on dressed lumber. The reduction will amount to, approximately, 30 per cent of the former basis of estimating.

The Cotter Manufacturing Company recently commenced business at Cotter, Ark., for the purpose of manufacturing wagon material. The plant is being erected by a company in which D. W. M. Marshall, the wealthy Cotter lumberman, is largely interested.

[illegible] the plant of the Diamond Basket Company, recently destroyed by fire in this city.

Leslie is much pleased over the prospect of securing the machine shops of the Missouri & North Arkansas Railroad, in addition to the roundhouse, which is already located at that point. Ground is said to have been leased for the shops. The Missouri & North Arkansas is a new line and threads the finest hardwood section of the entire state. Many large woodworking plants are going up along the line in the northwestern portion of the state.

J. F. Hasty & Sons have entirely rebuilt their plant at Paragould, which was destroyed by fire last July, and it is now in operation.

The new supervisor of the Arkansas forest reserve, including many counties in western Arkansas, has invented a fire signal station which he believes will do much toward eliminating forest fires. Under the new system the stations will be operated as a series, at least six [illegible]

[illegible] and which [illegible] discovered the news will be immediately [illegible] to every other station and all rangers will be on their guard.

Much complaint of car shortage is coming in from lumbermen, owing to a combination of circumstances. A large draft has been made on the rolling stock of the roads to care for the cotton movement this fall and the strike of machinists and allied workers in the shops throughout the Missouri-Pacific Railway System has further accentuated the "tightness" in the car supply. The Stout Lumber Company, one of the largest concerns in southern Arkansas, is reported to be running on a half-time schedule, through failure to secure sufficient cars to move its output. Other companies are similarly affected.

Fire caused a heavy loss at the plant of the Bluff City Lumber Company, near Clio, Jefferson county, on November 19. J. F. Rutherford, president of the plant, estimates his loss at $20,000, principally in high-grade lumber, of which 300,000 feet was destroyed.

About 200,000 new white oak ties will be required for the work of double-tracking now being done by the St. Louis, Iron Mountain Railway Company, between this city and St. Louis, valued at $100,000. The ties are not being creosoted, which somewhat reduces the cost. However, the company is doing much track improvement on other divisions, particularly in the lowland sections of eastern Arkansas, where the excessive moisture renders the life of a tie very short, and ties for these improvements are being treated with creosote. The work is being done at the local plant of the Ayer-Lord Tie Company. Ties for twenty-five miles of the new double track have been distributed already. The steel in the double track improvement will cost a million and a quarter, and is now being delivered.

NEW ORLEANS

C. W. Stevens of the Gulchrist-Fordney Company, Laurel, Miss., visited the trade in New Orleans recently.

Geo. S. Ballard, log and timber expert of New Orleans, has recovered from a long illness and is again at his office in the Audubon building.

W. E. Hosmall, of Hosmall & McDonald Brothers, New Orleans, will leave for Chicago next week on a business trip, during which he will attend the directors' meeting of the National Lumber Dealers' Association, which takes place in Chicago, December 8.

It was announced that the new pine and hardwood mill which the Logan Lumber Company has constructed at Mansfield, La., will begin operations about the middle of November. The mill has a daily capacity of 80,000 feet, and its timber holdings in that vicinity, consisting mainly of yellow pine, and a large amount of mixed hardwoods, are estimated to be sufficient to run it for eight or nine years. J. F. Williams, formerly of the company's El Paso, Texas branch, will be president and general manager of the new mill.

The Concordia Lumber Company expects to start its new hardwood mill near Vidalia, La., about the first of the year. The mill has a daily capacity of about 40,000 feet. The officers are E. H. Stafford, president; E. M. Stafford, treasurer, and E. J. Pintler, vice-president.

R. M. Steele, Winsboro, La., will erect a sawmill and develop several hundred acres of hardwood timber in Olla, La. He expects to begin building the latter part of November.

MILWAUKEE

The Wood-Lee Box & Package Company of Pound, Wis., against which bankruptcy proceedings were commenced some time ago, has filed its schedule with the referee in bankruptcy at Milwaukee. The liabilities are given at $16,390.84, and the assets at $14,590.34.

Wisconsin held its lead over Michigan and Minnesota in the production of lumber last year, according to a bulletin just made public by the census bureau. The relative importance of these three states in lumber production is declining steadily, however, owing to the diminishing supply of white pine stumpage.

Rapid progress is being made in the construction of the new sawmill of the Antigo Lumber Company at Antigo, Wis. The new boiler house for the planing mill has already been completed and is now being used.

Operations have been commenced by the Water-Clarke Lumber Company of Superior, Wis., upon the erection of a new $3,000 addition to its box factory. It will be of frame construction and will be ready for operation within ninety days.

After a season's cut of 40,000,000 feet, the Wausau, Wis., mill of the Barker & Stewart Lumber Company has been closed. The mill has run continually during the summer and operations will be resumed some time in January.

The sawmill of the M. H. Sprague Lumber Company at Washburn, Wis., has stopped sawing for the season after a cut of 11,000,000 feet. The mill will undergo repairs during the winter and will have a steady run again next year.

George W. Price, proprietor of a woodenware factory at Crandon, Wis., is removing his plant to Marinette, Wis.

At the annual meeting of the English Manufacturing Company of Antigo, Wis., held recently, the following officers were elected: President and treasurer, John English; vice-president, Lee Sturges; secretary, N. C. Holmes.

The Two Rivers Woodenware Company, Two Rivers, Wis., recently purchased at a bankrupt sale by F. C. Conant of Milwaukee, is planning the erection of a large warehouse to adjoin its pail factory. Some of the property on the south side of the river held by the company will be sold.

G. D. Jones has purchased the plant of the Werheim Manufacturing Company at Wausau, Wis. The transaction involved about $25,000, and Mr. Jones states that the company will be reorganized and the plant improved.

Building operations on the dam of the Arpin Lumber Company, across the Chippewa river near Couderay, Wis., have been completed and rapid progress is being made on the flume. When all work has been finished the company will have a forty-five foot head of water.

The Brunswick-Balke-Collender Company of Chicago is considering a proposition to erect a large woodenware factory at Marinette, Wis.

The bankruptcy case of the Edwards-Ihrig Company, manufacturer of caskets at Oshkosh, Wis., has been referred by the United States court to Referee in Bankruptcy Charles H. Forward of Oshkosh. A schedule showing liabilities of $78,586.08 and assets of $62,614.40 has been filed by the company.

McGarvey Cline, director of the forest products laboratory, Madison, Wis., inspected the government pulp experimental station at Wausau recently and stated that it would undoubtedly be in operation during the first part of December. According to Mr. Cline, the equipment in the station represents an expenditure of $30,000.

C. A. Goodman, a well-known lumberman of Marinette, Wis., was elected as one of the directors of the Northern Forest Protection Association, which was organized recently at Marquette, Mich.

MINNEAPOLIS

Plans are well perfected for the meeting of the Lake States Forest Conference, which will be held in St. Paul, December 6 and 7. The forestry boards and associations of Michigan, Wisconsin and Minnesota will be well represented. Prominent lumbermen will attend, and the railroads will also send representatives. The forest fire problem will engage the chief attention of the meeting.

W. A. Lovett of Rhinelander, Wis., manager of the hardwood department of Brown Brothers Lumber Company, was in Minneapolis a few days ago taking a look at market conditions.

F. E. Sommers, with the American Hardwood Lumber Company of St. Louis, was in the Twin Cities recently. He was looking after the purchase of some stock of northern oak and birch.

F. J. Lang, who represents the Wisconsin Land & Lumber Company, Hermansville, Mich., in this territory, has been calling on the trade here for several days.

W. H. Kemper, Jr., manager of the hardwood lumber department of the Webster-Whipple Lumber Company, this city, is back from a business trip to Chicago, where he found things moving satisfactorily.

George W. Everts of the Payson-Smith Lumber Company has returned with a good book full of orders from an extended selling trip in territory south of here.

The Minneapolis sawmills have all closed down for the season, having smaller stocks of lumber on hand than a year ago. Stocks of low grade lumber are not heavy, and No. 4 boards, favorites of the box trade, are running low.

SAGINAW VALLEY

The saw and shingle mill of the Prescott-Miller Lumber Company, near Rose City, Ogemaw county, is being dismantled. The machinery, which was purchased by the Southern Lumber Company, will be shipped to Georgia. The mill went out of commission last May when the timber holdings of the Prescotts in that vicinity, estimated at 10,000,000 feet, were sold to the Robinson Lumber Company. The latter concern is operating a new mill at Goodar, and owns 50,000,000 feet of timber adjacent to that purchased of the Prescott-Miller company. The Robinson Lumber Company is operating a logging road which it has extended several miles during the present year. S. L. Eastman of the S. L. Eastman Flooring Company of Saginaw is the principal stockholder in the Robinson Lumber Company, and the flooring plant takes most of the maple cut by the former plant.

The steamer Sidney Neff came in during the week from Van's Harbor with 250,000 feet of maple lumber for the big flooring plant of W. D. Young & Co. The output of the Young plant is distributed by rail, although last year a single cargo of 325,000 feet went to Chicago by boat.

The H. M. Loud's Sons Company at Au Sable shipped 350,000 feet of maple by boat last week, 250,000 feet of which went to Tonawanda. It also reports having shipped a lot of basswood by rail and says it is getting plenty of orders for this wood.

The Lansing Wheelbarrow Company has closed a deal for 160 acres of virgin hardwood timber located in Westphalia township, Clinton county, the consideration being $10,500. The tract is estimated to contain 1,500,000 feet of good merchantable hardwood lumber and 6,000 cords of wood. The timber will be cut into logs, shipped to Lansing and sawed into lumber at the company's mill.

The Briggs & Cooper Company, Ltd., at Saginaw, is doing a good hardwood business this year. James Cooper of this company was in Bay City buying stock during the week.

Thomas Denton, the veteran timber dealer of Saginaw, will operate in Wexford county, where he owns a large body of rock elm. He will get out about 50,000 cubic feet for the Quebec market.

DETROIT

Sixty cars of choice maple and birch lumber were dumped onto the Detroit market last week because the consignees, Flint automobile manufacturers, had cancelled their orders for the lumber, having temporarily closed down on account of financial difficulties. Freight charges alone on the consignment amounted to $856 and the lumber had to be disposed of. Prices were slashed accordingly and maple and birch can be obtained here at bargain prices.

The Thomas Forman Company last week received a fine cargo of maple lumber from Grand Marais. The company expects one more cargo of hardwood lumber before the end of navigation. This will be from Harbor Springs.

"Business is much better than two months ago," says E. W. Leech. "The market is firmer and prices consequently are better. The demand from automobile manufacturers for hardwoods for use in machines has done much to improve the market."

S. C. Major, Sr., of Memphis, Tenn., and "Ginger" Brown of Louisville, Ky., were Detroit visitors last week.

George E. Avery, a son of the late Newell Avery, one of the large lumber operators of Michigan, and of the old-time Avery & Murphy combination, died in Detroit last week after an illness of several months. Mr. Avery was largely interested in lumber and had big holdings.

The Detroit Board of Trade has established a bureau of transportation which is expected to be of great service to shippers and receivers of freight. The bureau will quote rates, trace cars, collect claims, adjust demurrage, secure better rates, etc.

GRAND RAPIDS

W. H. Morse [illegible] Morse Manufacturing Company [illegible] in this city November 19. The company is operating an oak flooring plant at Nashville, Tenn., and a maple flooring plant at Saginaw. Mr. Morse reports a fair business in hardwoods and a good outlook for the coming year. He says that the smallpox epidemic in Saginaw is now under control but that the scare has hit the general trade interests there very hard.

H. J. Dudley of the Dudley Lumber Company has gone to New York City for a week.

The Dennis Brothers Salt & Lumber Company has found expansion necessary and two rooms have been added to the office suite in the Murray building. A new safe has been installed and other improvements made. A. L. Dennis, president of the company, reports a cut of 16,000,000 feet this season at the mills near Dighton. Only one of the mills is running at present, but the others will start as soon as sleighing begins. The timber is in Osceola county and will largely overrun the first estimates made. It was thought that there was a cut of eight years, but the company has already been operating there for that length of time and expects the cut will last four years longer.

W. L. Fassett of the Skillman Lumber Company is making a ten days' trip through the South, visiting the mills and some of the trade.

E. E. Dennis of the Dennis Lumber Company left November 18 on a short business trip South. He recently purchased 160 acres of fine hardwood timber, located in Ionia county, near Portland, Mich., containing some of the best oak and basswood in southern Michigan.

BUFFALO

[illegible] in selling certain hardwoods, but in securing [illegible] market is well supplied with stocks of low grades in most hardwoods and low prices continue to rule.

The higher grades of oak are in good demand. Thick stock in maple and the better grades of poplar, especially panel poplar, are very scarce.

Birch is another scarce wood, being used more and more for interior trim. In furniture it is not so extensively used, mahogany veneer having become cheaper as well as more popular. Other woods selling well are ash and chestnut.

The trade in cypress has been quiet lately, and prices have not been strong, especially in the common grades, which are selling cheap. The demands in this market are mostly for small lots, to be used for trimming purposes. While Louisiana cypress is usually given the preference, an occasional purchaser buys Mississippi cypress on account of its light color. Gum is a wood which is becoming more useful, not only for doors, but for various farming implements. Prices are firm.

PITTSBURG

Local hardwood men are feeling better in spite of the Democratic landslide, which most of them do not take seriously. Prosperity talk is increasing every day. New industrial projects or extensions to old plants in the Pittsburg district to the total of nearly $25,000,000 have been authorized and published during the past three months. Added to this line of prosperity items is the passage of the $10,300,000 bond issue November 8 for the municipal improvements. The first block of $4,000,000 of bonds will be sold very soon and it is expected that work will start on a number of the projects authorized shortly after the first of the year. Things are ripe for much better business here in all lines next year and predictions are freely made that 1911 will nearly or quite equal Pittsburg's best boom years.

At present the hardwood market is waiting somewhat on the resumption of railroad buying, which must occur soon. Manufacturers who have been holding off in hopes of getting lower prices are beginning to load up now with stocks for next year's consumption. Retail yards are also buying more freely. High-class hardwood is in very small supply at the mills and prices are steadily moving upward. In hardwoods it looks good all around in this city.

BOSTON

Demand for hardwood lumber lacks that snap that goes to make up a satisfactory volume of business. However, there are a few dealers who have actually received more business during the past month or six weeks than at any time during the same length of time for a year. The demand is evenly distributed, however. One dealer says that October was the largest month he has had this year, and that November has been a generally small one, while another states that this month's business is far ahead of that of October. Buyers here worked their reserve stocks down rather close in many instances, and will be obliged to replenish as soon as their business improves. There is a general feeling that prices will seek a lower level, and some selections are already easier than they have been. Manufacturers have shown more anxiety to sell,

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

Now that the local market has come to a point where the trade can reasonably expect a satisfactory amount of business, many local men are reporting that the buyers are already beginning to fortify themselves behind the old excuse, "Taking inventory and can't do any more business before the first of January." This condition seems to have become quite general in Chicago and has reacted to an appreciable degree on the local trade. The yard men at present are doing the largest amount of business and are, as a general thing, commanding the best prices for their lumber. The wholesalers are, nevertheless, in a more favorable condition than they were a short time ago, and, in fact, they are now carrying several items which command unusual strength. The furniture trade remains about the same, though there is certainly evidence of an absolute necessity for buying in some quarters. The handlers of car lumber believe that the railroad companies have about reached the limit and will be forced to put on new rolling stock in the very near future. With the evident surplus of cars for the entire country down to a little over 7,000 a week ago, this reasoning seems entirely logical. The sash, door and blind houses continue to give local trade a good volume of business, as do flooring manufacturers and all lines of building trade.

Red oak in large lots enjoys its old time scarcity. Small concerns can pick up odd lots of good stock here and there and in the course of time accumulate quite a supply, but it is difficult to buy large quantities. Quartered white oak is still manifestly long at the mills, and commands a price delivered at Chicago considerably lower than a few months ago. Seventy-six dollars in Chicago is not by any means an uncommon quotation. Lower grades of oak are, as always, not very active.

High-grade birch lumber is firm as to sales and prices, as is its northern sister wood, maple, which always finds a ready market. These two woods, on account of their extensive utilization for interior work of all descriptions, are seldom weak. Red gum is another strong article on the Chicago market, its constant booming evidently effectually keeping its strength above that of the average. Sap gum, on the other hand, is weak. Tupelo is another wood which is rapidly coming to the front here as well as in other sections of the country. It is evidently destined to occupy an important position in lumberdom. Poplar and cottonwood boxboards and panels are, as usual, strong, and the low grades are enjoying a little better sale than they have for some time. It seems as though the box people are beginning to manufacture in more normal quantities. Ash and hickory are not strong as far as vehicle manufacturers are concerned, though the best grade of hickory is always sold without much difficulty.

NEW YORK

The local hardwood market shows little change from that last noted. Offerings, particularly in low-grade stock, are plentiful and much in excess of the demand. High-grade stock continues to hold its own, both as regards prices and demands. Generally speaking, the local lumber trade is dull. Buying is being largely confined to a hand-to-mouth order being generally limited to actual orders in hand.

Ash, birch and chestnut are well held and some fair business is being booked. Maple and birch are particularly strong, with a marked scarcity in some sizes. Quartered and plain oak and

with the result that lower prices have been named.

The call for quartered oak is only moderate. Prices in some instances have been quotable from $1 to $4 a thousand below the high level of the year. Plain oak has ruled rather quiet. Buyers have been expecting further recessions in price. Maple flooring has attracted a fair volume of new business and the call for birch is of fair volume. North Carolina pine and cypress have been selling in a moderate way.

BALTIMORE

The hardwood lumber trade conditions remain much as they have been for some time past, although evidences of still further improvement are manifesting themselves. There appears to be a more active inquiry in certain directions and many of the requests for quotations result in actual transactions. Large consumers who have been out of the market for months are once more showing an interest in stocks and the requirements of various consumers are apparently on the increase. In some divisions of the trade there is a pronounced upward tendency, while others are about holding their own. Stocks of good quality are in fair demand, with the offerings none too free and prices well sustained. This applies to oak, ash and other woods. Some low-grade stocks are also moving, with acceptable freedom, though prices have not advanced. The most encouraging feature of the situation is the comparative smallness of supplies. As a rule the mills have little lumber on hand, their holdings being down considerably lower than at periods when the quotations would ordinarily be regarded as insuring moderate freedom of selection. It is this feature which furnishes a basis for the expectation that the quotations are likely to advance to a higher level. When contrasted with the returns during some other periods, the prevailing values must be deemed high, but the advance in the price of stumpage, combined with the higher cost of production, cuts down profits, the manufacturers being by no means as well off as they have been with the entire trade on a materially lower basis.

Common poplar is being called for frequently enough to take up the accumulations of earlier months, and the movement is now about large enough to prevent any piling up of lumber. The distribution has been accomplished at about the old figures, but there is a prospect now that values may stiffen. The better grades of oak are in very fair request, with prices perhaps somewhat stronger and with the outlook promising. Numerous inquiries are being received from abroad, which is suggestive of a decrease in the holdings there, and various big buyers in the domestic market also manifest a disposition to purchase more freely than they have been doing. The furniture manufacturers are reported to be very busy, and the increased demand from this direction goes far to make up for the backwardness of other divisions of the hardwood business. Common chestnut remains dull and low in price, while the good grades are in a satisfactory state. The exporters continue to be on the lookout for desirable lots of lumber, and their requirements contribute signally toward keeping quotations at a comparatively advanced mark.

CLEVELAND

Considerable optimism exists among the hardwood dealers in this city and vicinity over the prospective business for the winter season. Trade has been quite active during the past month and prices have had an inclination to advance. The call from manufacturers who use hardwoods has been unusually active, while the building industry demand is firm and promises [illegible]

Plain oak is probably the strongest among the hardwoods, although quartered oak is in good demand. Common grades of poplar are meeting with favor, though the higher grades of poplar used in auto body making have not fully recuperated from their recent slump. Mahogany, English oak and Circassian walnut are all being called for for fine interior trim.

COLUMBUS

The hardwood trade in central Ohio has shown some improvement in the past fortnight. Prices have been steady to the extreme and prospects for future trade are fairly good. On the whole the tone of the market is satisfactory to most of the manufacturers and shippers of hardwood.

One of the best features of the market is the better movement of the higher grades. This, coupled with the continued good movement of the lower grades, causes a larger volume of business in most sections. Stocks in the hands of the retailers are generally small. Stocks in the hands of manufacturers are also fairly small. The principal change in condition is the growing shortage of cars, especially in West Virginia.

Prices have increased where changes have been made recently. The increases have been well maintained and there are only a few reports of cutting in prices. While stocks in some lines are fairly large, no cutting is being done to move them. Collections have also improved to a large degree.

Quartered oak is in good demand and prices are firm. The volume of business in plain oak is satisfactory. Poplar is in active call and automobile factories are buying more liberally. There is a good demand for all grades of chestnut, which are fairly firm in price. There is a good demand for basswood and prices are firm. The volume of trade is also good. Ash is still weak and little demand has developed. Other hardwoods are unchanged from the previous fortnight.

CINCINNATI

The general tone of the hardwood market is not satisfactory. While there is some indication of improvement, it has not yet developed enough strength to warrant the assertion that conditions are satisfactory. Some operators in the market claim to be doing a satisfactory volume of business, but their statements are not generally accepted as affecting the general tone of the market. To summarize the market, it might be said that sales are slow and collections slower.

Oak is the leader in volume, but the demand for selected quartered white oak is noticeable by its infrequency, the general sales of oak being mixed white and red, both in quarter-sawed and plain. Furniture makers' grades are receiving more attention. Heavy car stock and bridge timbers are in fair demand. The present light demand for high-grade selected quarter-sawed white oak is showing in the increases in the stocks for that grade. Low-grade oak shares better in the market sales than any other wood in the hardwood market. Chestnut is still slow for the top grades, with some movement of medium and low grades. Ones and twos of long stock are in good supply, but the demand is weak. Sound wormy is meeting with fair selling of grades suitable for high-grade, built-up stock, but the prices received are said to be very unsatisfactory. Low-grade sound wormy is plentiful, and when disposed of the sales are made at price concessions.

Ash is receiving fairly good attention from the wagon-making industry and the carriage makers. Thick white ash, of two or three years' seasoning, will meet with ready sale; the stock of this grade being very light, and most of that in sight is not well seasoned. Hickory is receiving a fair demand for wheel, spoke and shaft stock. There is a notable scarcity of hickory boards, especially of good lengths. Red gum is meeting with a fair volume of attention, with good inquiry for future business. The demand for red gum for the foreign trade is showing good improvement. Walnut remains in good supply, with a little better tone in the shipments for the foreign trade. Cherry is in good supply, but the movement only light. Birch, red and white, is meeting with a moderate demand from the furniture industry. Cottonwood, basswood, buckeye, and other hardwoods, are sharing in the general light trade of the market. Cypress is meeting with a fair demand for building material, while tank stock is in good inquiry, with a tendency to higher prices for thick stock, the prices for which are firm.

INDIANAPOLIS

There has been a slight improvement in the local hardwood market since the election. All grades of oak are in a little better demand, but prices are unchanged. Shipments are moving promptly, there being little evidence of car shortage.

The woodworking industries are reporting some improvement in the situation, especially in the furniture and vehicle trades. It is the general impression that there will be a fair hardwood trade throughout the winter.

EVANSVILLE

The local hardwood market is fairly good at this time, being a little better than the average for the past year. All the local mills are running on full time, one being operated day and night, and stocks are not on the increase. The lull in the automobile industry has affected the market for poplar, but none of the local yards have been caught with a large stock of this lumber on hand. Quartered oak is the one "best seller" in this market. Plain oak has shown some improvement in the past sixty days. Collections are a little slow in districts, generally speaking, while other districts are very prompt. It is to be hoped the market will show improvement in this respect as well as in demand.

MEMPHIS

The demand for hardwood lumber is on the increase, shipments are on a larger scale than heretofore, and altogether there is a more optimistic feeling among members of the hardwood lumber fraternity here. Buyers are showing more interest than for some time, but it is the opinion of members of the local trade that there will be a heavier demand for southern hardwoods after consuming and distributing interests generally have taken their inventories. It is noteworthy that there is a more general inquiry for the lower grades of lumber, with better prices on some items. The export demand is looked upon as good and there is a larger volume of domestic shipments. The shortage of cars is interfering to some extent with the movement of lumber.

Oak, red gum and cypress are among the more active features of the list. There is an increasing business in cottonwood and sap gum in the lower grades, and ash is in better request than a short time ago. Stocks are not burdensome in any direction, despite the fact that production is probably a little above the average.

NASHVILLE

With the election out of the way, lumbermen are figuring on more and better business as a result. In the hardwood market, oak is sell-

ing well as usual, both plain and quartered, and other varieties of cabinet woods are reported as brisk. This is said to be partly due to the fact that the furniture dealers have of late come into the market in an active manner. Good grades of poplar, as usual, are brisk and high. There is a good call for chestnut and good stuff is none too plentiful.

LOUISVILLE

Business with local hardwood firms is picking up considerably, buyers having apparently come to the conclusion, now that the election is over to stock up and get down to business. A large percentage of the business being placed continues to be of the rush variety, indicating that consumers have only small stocks on hand. While some items on the stock list have weakened under a dormant demand, the general trend of quotations has been along present lines, and no marked slump has been recorded. Quartered oak has been weak, but is in better demand at present. Poplar is probably farther away from normal than any other item, while plain oak is selling well. Gum and cottonwood are in good demand, the former especially just now getting a stiff call. Mahogany is selling well and imports continue heavy.

IN THE TIMBER DISTRICTS

The Best Locations for Wood Using Plants, near to Good Supplies of Hardwood and Pine, are to be found in the cities and towns along the Southern Railway, Mobile & Ohio Railroad, Georgia, Southern & Florida Railway and Virginia & Southwestern Railway. Other conditions are advantageous. Information furnished and assistance given to manufacturers seeking locations.

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ST. LOUIS

The hardwood [illegible] by the election [illegible] been better since [illegible] able, however, and the volume of business that has been done is somewhat disappointing to hardwood dealers. There is some business, however, being done all the time and the optimistic dealers are looking for a winter trade of good proportions on account of the low stocks in the hands of the consumers. The present demand seems to be for the better grades of plain oak and red gum. White and red quartered oak has also some call and so has poplar, thick ash and cottonwood box boards. The cypress trade has not been as good as it was a short time ago, but quite a number of small orders are coming in constantly.

NEW ORLEANS

The sharp advance in ocean rates has seriously interfered with the plans of local hardwood exporters. It was expected that with the beginning of the cotton season some increases would be made, and all shippers had made their calculations accordingly, but these were based on past experience of moderate advances and those that were made were so much in excess of those customarily made at this season, as to upset the contracts made by some shippers.

The blow falls heaviest on shippers who have made sales at delivered prices, and who have not made sufficient allowance for the increase in rates. It is even rumored that one prominent firm has suffered losses on this account such as to seriously cripple it.

The log trade is slow in resuming this fall, poplar logs alone being in demand. There is an increase, however, in the inquiries for ash, hickory and oak, and general conditions in consuming industries abroad speak for a good business.

MILWAUKEE

Buying is still erratic in the local market and conditions are not as satisfactory as they might be. The sash and door people are ordering only enough to meet present requirements. The demand from the building source is hardly as strong as it was a fortnight ago. Contractors and lumbermen, however, say that the total amount of building carried on this season in Milwaukee and about the state was larger than a year ago. Retailers are ordering fairly well, although not with the freedom that was anticipated some time ago.

Prices are unchanged in most lines, due largely to the scarcity in several lines. Birch stocks are low as usual in this market, and prices are holding well. Low grades, especially in basswood, are holding up fairly well as a result of considerable activity among the box manufacturers. Maple is holding up well and stocks on hand are not large.

MINNEAPOLIS

Business is coming into the local market at this time, which makes up for the disappointment felt in the early fall trade. The northwestern market is feeling the effect of stimulated buying and short stocks elsewhere, and southern buyers have been in this market looking for certain lines of stock, especially birch and oak. There has been a big improvement in basswoood. The furniture factories are getting into the game to a surprising degree for this season. However, the most gratifying fact of all is the demand for box lumber and other low grade materials. There has been such a brisk call for cull hardwood within the last few weeks that supplies are getting down to [illegible] but are already taking a brace, and remaining stocks will not be held so cheaply.

There has been a good demand for maple in southwestern territory. Usually at this time buyers are holding off to await the inventory, but conditions have forced them to get into the market. Some stimulation has already been given to plans for the cut of hardwood in Wisconsin this winter, which will be fully equal to last year, if not larger.

SAGINAW VALLEY

Trade in maple, birch and beech is active, with a good demand and firm prices. Dry stocks of these commodities are short. Three or four-inch maple is firm, as also is maple lumber for flooring. Considerable green beech has been shipped out the last few weeks. On the Lake Huron shore basswood has been moving freely in car lots, but here in the valley it has been slow. Some elm stock is moving and appearances indicate that the usual quantity of logs will be cut during the winter.

DETROIT

The local market is firmer than during October, and more satisfactory prices prevail. The increased demand in practically all lines, good inquiries and a healthy consumption of stock have supplanted the dull conditions existing during October. Oak and poplar seem to be particularly in demand and the market is well supplied with maple and birch. Unusually low prices on these woods in the best grades have been quoted here the past two weeks. The box, flooring and veneer trades report a healthy business.

LIVERPOOL

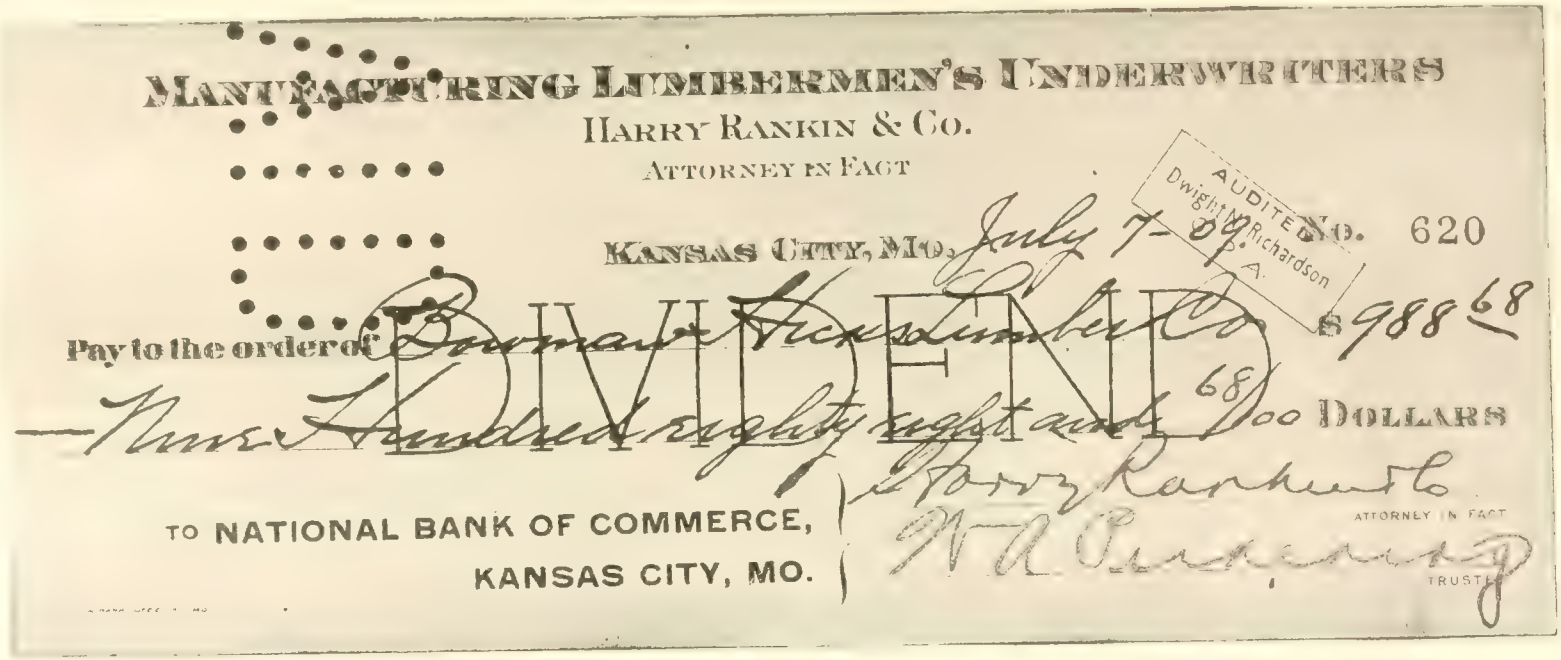
Market conditions here have shown little change. The volume of business passing is obviously better, but there is still great need for improvement. The settlement of the cotton strike has done much to mend matters. Little change is noted in the mahogany position except that prices are not so firm. The larger shipments landed here have tended to reduce values to a more normal position.

Ash logs are in fair demand and prices are ruling higher. Second growth wood is demanding good prices but shipments to this market are not recommended. The current firmness is purely superficial and a few hundred logs would send the market into almost a slump. First growth ash is a big, bright spot, and larger shipments would come to a good market. There are practically no good stocks on hand and better prices are being realized. Ash lumber finds ready buyers, especially for No. 1 Common grades in the thicker stocks—three inches and up. Prime white stocks are also in demand, but buyers here are reluctant to pay the prices demanded by shippers. Canary whitewood is strong, especially in the wider average of prime lumber, which is bringing second values. Especially is this true of 14 and 18-inch and up shipments. Cottonwood shipments are bringing better prices again. Birch is going well and the stock is lower than it has been for some time. Maple values are firm and prices are higher than this time last year. Hickory is badly wanted, the market here being practically bare of stock. Shipments at the earliest moment are strongly recommended, as leading consumers will willingly pay good prices. Round oak logs are also wanted, but the stock must be good and only white oak should be shipped. Red oak is absolutely unsaleable. Dimension oak is finding a ready sale at good prices. Little change is noted in wagon oak.

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Standard and narrow gauge locomotives and cars of all sorts for logging and railroad use.

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15,000 feet ¾" No. 3 Common Beech.

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17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

LUMBER WANTED

WANTED—OAK AND CHERRY.

We are open to contract with manufacturers for our next season's requirements in plain and quartered cut Red and White Oak, also Cherry. Write BARTRAM BROS., LTD., Ottawa, Canada.

WANTED—RED OR WHITE OAK.

2x2x25.
1½x13x36
2½x2½x25—19

WISCONSIN CHAIR CO., Port Washington, Wis.

WANTED—GUM PACKING.

Can use 20 to 30 cars, 1" No. 3 Gum, resawed once and cut to lengths from 19" to 46".

Quote your best price on above, f. o. b. shipping station, and give weight per 1,000 feet surface measure. Address

"H. M.," care HARDWOOD RECORD.

MANUFACTURER WANTED.

An old-established eastern wholesale firm desires to connect with a large, good manufacturer who can deliver the goods. Hardwoods preferred. Address "B.," care HARDWOOD RECORD.

WE CAN
DOUBLE
THE CAPACITY
OF YOUR
DRY KILN.

HOW ABOUT THE
OOZE?

If you found a hole a yard square in the side of your dry kiln, you would repair it at once. Don't you know that the heat is oozing from millions of pores in your wood, brick or concrete kilns? That the combined area of these pores makes a hole bigger than your kiln door? Seal these pores with steam—proof, acid proof, fire proof

EBONOID KILN COATING

And see how easy it is to keep your kiln hot. Ebonoid will also stop rusting and prevent decay.

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We insure satisfaction in handling Saw Mill materials and our equipments are rapidly replacing old methods of handling Lumber, Logs, Refuse, Etc.

Drop us a card for catalog H F 57.

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WANTED.

One car white cedar lath 1/2"x2 1/2"x48".
One car hard maple, 6"x6"x6' to 14'.
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WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.
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200,000 ft. 28" and up White Oak logs.
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WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak, also 12x12 Timbers and Piling of all kinds.
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Cut from dry oak 2" thick and less, 3" to 12" wide. Prompt shipments.
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Wanted—Price per thousand pieces clear dogwood 5/8" thick, 1 1/2" wide and 18" long.
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FOR SALE.

Quantity small lignum vitae logs.
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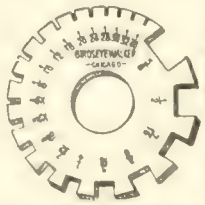
a location to put in a small hardwood mill? If so, write me and I will put you next to one of the best propositions in the country. A money-maker from the start. For particulars write to
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An up-to-date bending plant now in full operation for one year. All modern equipment, excellent location and shipping facilities. Principals only need apply. Address
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Planing mill and lumber yard in a good southern city of 4,000; Junction two railroads; good schools; fine climate; two-story mill, with complete machinery, large lumber sheds, cement block making plant, blacksmith shop and six-room dwelling, one and one-half acres land. Everything in fine order and business prosperous. Good reason for selling. Big bargain for little money.
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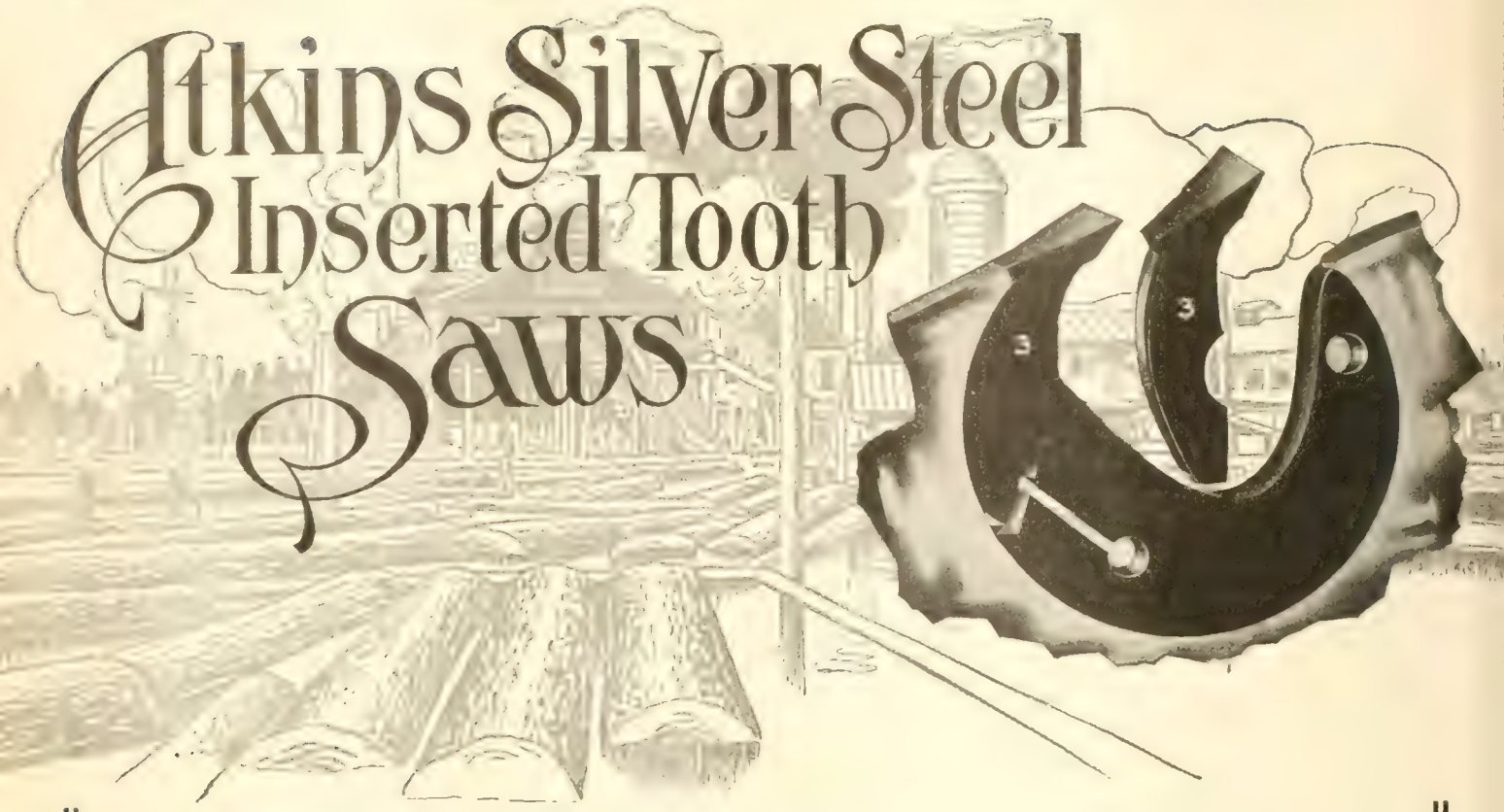
is in use, then imitation isn't possible. Sample if you ask for it.

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We also make Time Checks, Stencils and Log Hammers.



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If you are at all interested in High Grade, Extra Fine INSERTED TOOTH SAWS, it will pay you to try ATKINS SILVER STEEL SAWS. Because by actual comparative test, they are "The Finest on Earth."

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is of ATKIN SILVER STEEL. The same as used in our other High-Grade Saws. It will actually hold its tension longer than any other steel—thus saving an enormous cost for rehammering and general repair.

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are of a most expensive steel—made under a special formula. The raw product is analyzed in the sheet and proper heat treatment prescribed by the laboratory. This insures an absolutely uniform temper in each particular tooth.

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It's so easy to try them. Just drop a line to your usual source of supply and say—"I want an Atkins Silver Steel Inserted Tooth Saw this time." If you are slow in getting it—write to the nearest address below and get quick and easy action.

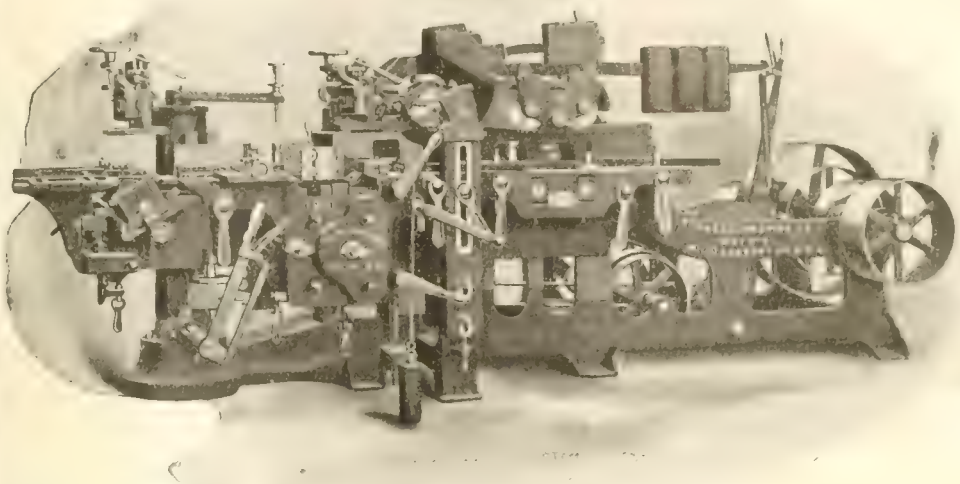
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Superiority in every part. Strong, durable construction plus quality and quantity producing features make it the most efficient moulding machine ever built.

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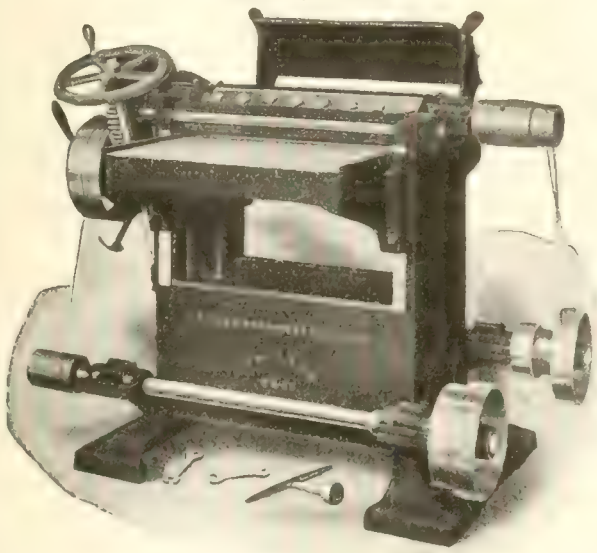
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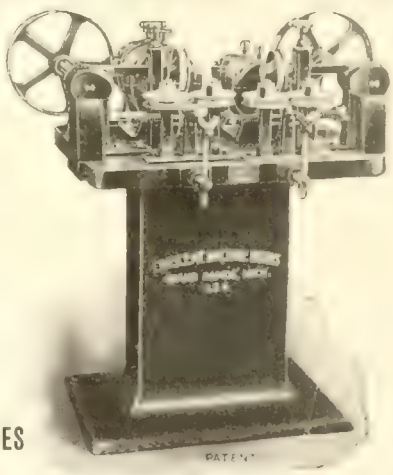
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No. 35 SINGLE SURFACE PONY PLANER
Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.

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Have two cylinders running side by side and operated by one man. This cuts the labor cost in two. The patented construction of these machines positively eliminates the common trouble of stock breaking or twisting. Write us and learn all the reasons why

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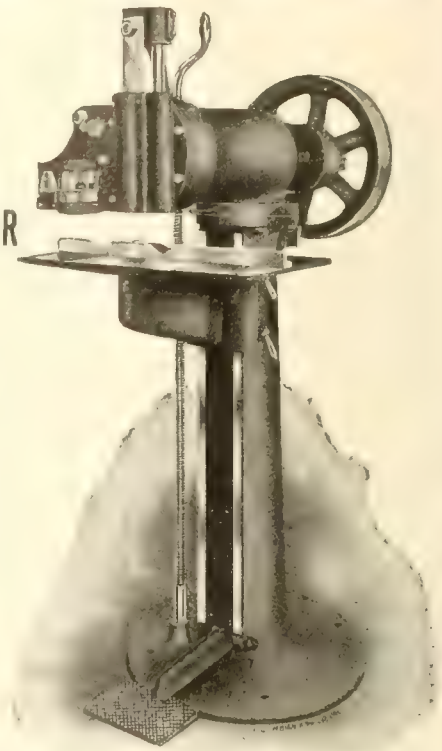
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Is now used by more than a thousand lumber producers and buyers.

By its use single, duplicate or triplicate tallies can be made.

A dozen-piece-tally and other forms of tickets in plate. Circular and price list on application.

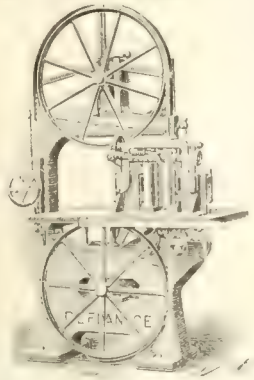
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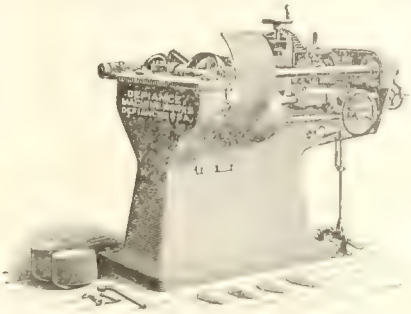


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will do your work in the best possible manner.



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Complete equipments for making hubs, rims, spokes, wagon and gear and automobile wood-work, shafts, poles, neck yokes, single-trees, hoops, chair and table legs, handles of every description, spools and bobbins, insulator pins, balusters, oval wood dishes, etc.

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Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—Feeding Mill—and all other service.

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The CLYDE self-propelling 4 line SKIDDER

is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

Guy lines are tightened with steam-driven friction drums and every feature is designed for utilizing the maximum time in skidding and the minimum time in moving and setting.

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Have dry stock of the following: 1 in., 1¼ in., and 1½ in. Select Red Birch Lumber, 1 in. Birdseye Maple Lumber.

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OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

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Have the following dry, band sawn stock for sale:

5 cars 4-4 Beech, No. 2 Com. and Bet.
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All the stocks are band sawn and dry.

"Chief Brand" Maple and Beech Flooring

in ⅜, ½ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

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Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

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Write for prices on the following:

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All thicknesses White Ash.

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All Kinds of Hardwood Lumber

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200,000 feet 4-4 No. 1 Common and Better Ash
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133,000 feet 4-4 Sound Wormy Chestnut
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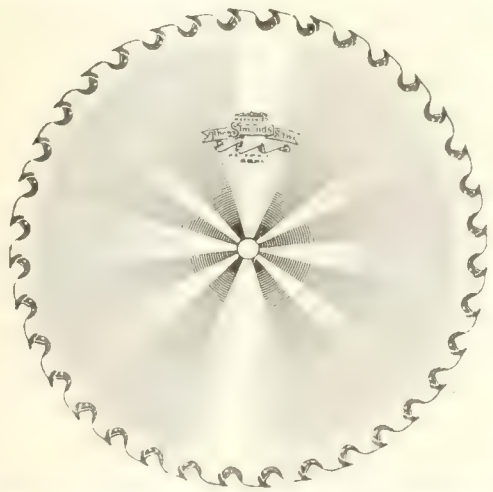


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Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

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MADE OF SIMONDS STEEL

Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

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Every member of this concern is an expert. Think of it; seven Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

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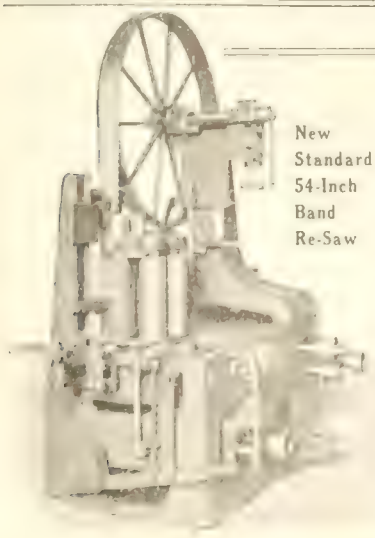
We will make price to move these stocks

300,000 feet 4-4 to 8-4 Sound Wormy Chestnut

500,000 feet 4-4 Tupelo Gum Log Run

200,000 feet 2x6 to 2x10, 12 feet and longer, sound square edged Oak

We solicit your inquiries.



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

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LARGEST OF ALL HARDWOOD MARKETS

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

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FIGURED WALNUT IN LONG WOOD AND STUMPS

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at **Morehouse, Mo.**

Sales Offices **Cape Girardeau, Mo.**

Garetson-Greason Lumber Co.

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Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

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Otis Manufacturing Co.

Importers and Manufacturers exclusively of

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NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln, enable us to sell pretty low. An inquiry for quotations will prove this statement.

ALL WE CAN OFFER NOW, IS

SYCAMORE—

Plain and Quartered

ALL GRADES RED GUM

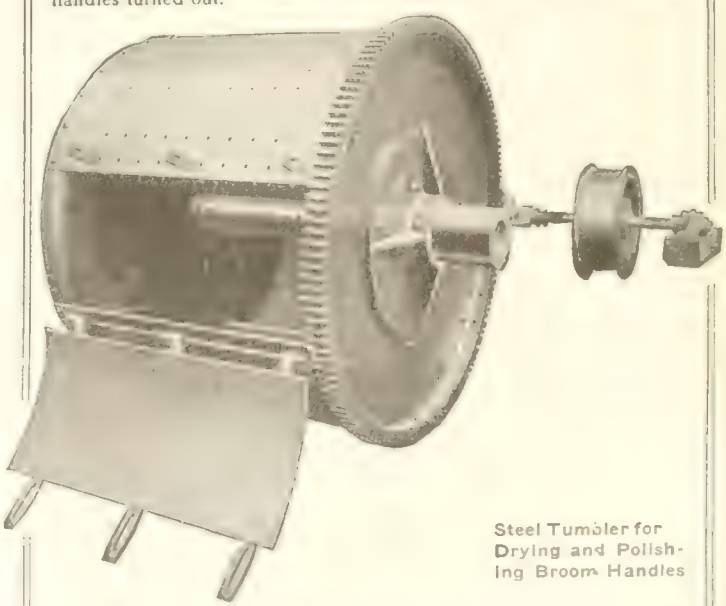
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Cardwell, Missouri

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Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

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WHERE THE BEST HARDWOODS GROW

Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

Finely Figured Quartered Oak

Evansville, Indiana

Thompson, Thayer & McCowen

Hardwood Lumber

EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut, 3/8 in. to 3/4 in.
No. 2 Common Walnut, 3/8 in. to 3/4 in.

We manufacture Quartered, Plain Oak & Poplar Lumber

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

COPPES, ZOOK & MUTSCHLER CO.

NAPPANEE, INDIANA

Northern Indiana hard woods, dry, carefully manufactured, large stocks.

IMMEDIATE SHIPMENTS — INQUIRIES SOLICITED

THIS MACHINE



TOWER One-man 2-saw Trimmer, Small Size.

WILL MAKE YOUR LUMBER SELL MORE READILY, ENABLE YOU TO GET MORE FOR IT PER M, AND SAVE FREIGHT.

It removes defective ends, squares the lumber, cuts the boards to standard or any desired lengths, and reduces the weight by removing the waste, thereby saving freight.

Trimmed lumber is easily worth 50c per M more than untrimmed.

MADE IN TEN SIZES

The position of the crank for shifting the saws saves steps, time and lumber. Being always at the end of the board, the operator is in a position to see instantly how to trim it to the best possible advantage. There are two feeds (rates at which the lumber is fed to the saws), which may be started, changed or stopped without stopping the saws. The bridge-trees are removable, making it a very simple matter to take off the saws. Every part is made to template, which insures a perfect fit. Each piece is also lettered and numbered, which makes it easy to get an exact duplicate in case of fire or other accident

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Manufacturers of

THE GORDON HOLLOW BLAST GRATE & THE "TOWER" LINE OF EDGERS AND TRIMMERS.

NOTICE. For the Pacific Coast trade the Gordon Hollow Blast Grate is manufactured and sold by the Puget Sound Machinery Depot, Seattle, Wash

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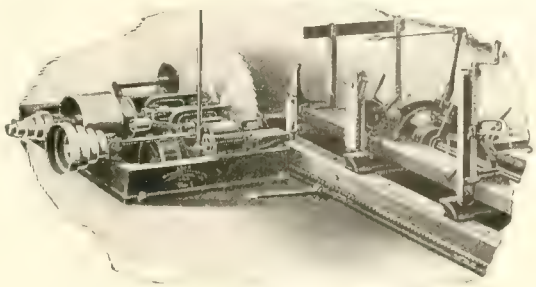
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HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

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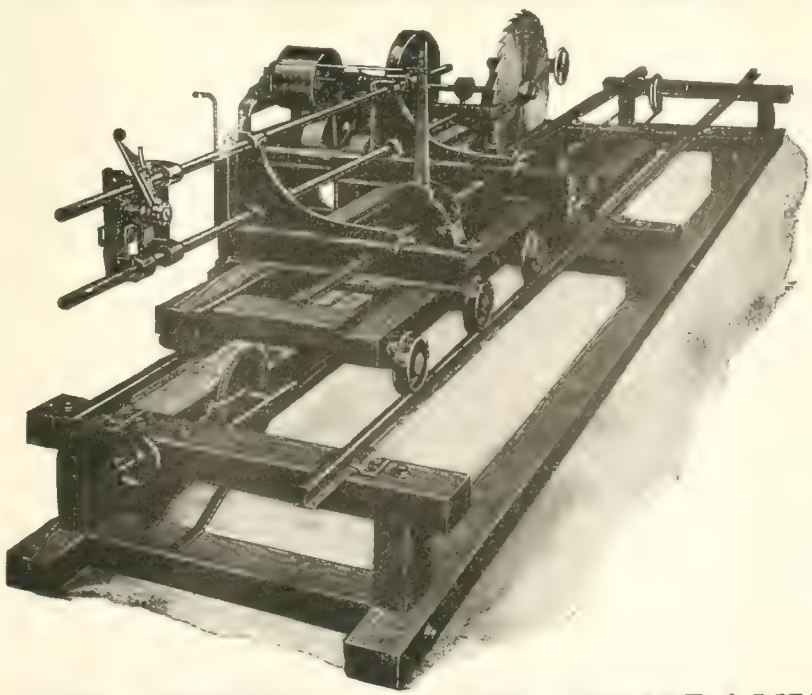
MILLS

Lane Lever Set Circular Saw Mills, Edgers, Planers, Shingle, Lath and Clapboard Machines, Live Rolls, Log Hauls, Cutting-Off Machinery, Transmission Machinery, Etc.

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Lane Manufacturing Co.
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New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

The machine consists of but three pieces, the husk frame, track frame and carriage. It can be quickly and easily moved, and can be operated with a 10 H.P. engine. The machine will saw from 3,000 to 6,000 feet per day and weighs 3,500 lbs.

The largest saw that can be used is a 48-in. diameter.

For further information, address:

THE SINKER-DAVIS COMPANY, Indianapolis, Indiana

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

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FLOORING

4-16' long
Mostly 6-16'

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Hollow Backed and Thoroughly Kiln-Dried

Every dealer in flooring should write us for prices, get our flooring in stock and thus avoid the annoyance of disposing of a lot of flooring 1'—4' LONG

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OLD FASHIONED SOFT

YELLOW POPLAR

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YELLOW POPLAR

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WATER SEASONED
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All Kinds of High-Grade

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UNTIL YOU GRASP THE OPPORTUNITY MADE POSSIBLE BY "TRADE" MUTUAL INSURANCE

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MILLS: WAYCROSS, GA.
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UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

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Get your order in early for
RED OAK
5-4 Common and Better.

Here is your opportunity to get interesting quotations on
QUARTERED RED AND WHITE OAK
Have a large stock of bone dry, 4-4 to 12-4.

We can make prompt shipment on
WHITE OAK
Have large stock 4-4 No. 1 Com. and Better, plain, dry, good widths and lengths. Tennessee stock.

Ask for prices on 5-8 to 3-4 No. 1 Common and Better. Large dry stock
SOFT YELLOW TENNESSEE POPLAR
good widths and lengths, ready for immediate shipment.

Let us quote you on
BLACK WALNUT
We have 50,000 feet No. 2 Common and Better, dry, well manufactured, good widths and lengths.

We will have 300,000 7x24 and 100,000 6x20 No. 1
HEART RIVED CYPRESS SHINGLES
Ask us for prices.

We have just received a large consignment of
MAHOGANY
200,000 feet, manufactured from choice logs, well-figured, and nice stock in every particular; good widths and lengths.

We have just received a large block of
SOFT WHITE PINE
4-4 to 16-4. Dry, well manufactured, good widths and lengths.
Can ship separate or mixed cars.

What about
CHESTNUT?
We have 200,000 feet of 4-4 to 8-4; also 5 cars of 5-4 No. 1 Common and Better, bone dry, for prompt shipment.

No better time than right now to think about
HEMLOCK AND SPRUCE
Our big stock offers some choice bargains.

If you are looking for
GULF CYPRESS
write us for prices. We have a large block, dry, well manufactured, from 4-4 to 16-4.

Are you in the market for
CALIFORNIA SUGAR AND WHITE PINE?
We have a large stock of 4-4 to 12-4

Have a large stock of both
HARD and SOFT MAPLE
4-4 to 16-4. Ask for prices.

How are you fixed on
WHITE PINE?
We have big stock 4-4 No. 3 Barn and Better, dry, which can be shipped in the rough or worked in any manner desired.

"We Have It If It's Hardwood"

J. GIBSON McILVAIN & COMPANY

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WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

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We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

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LARGEST TIMBER DEALERS IN THE WORLD

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FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., November 5, 1910

DRY STOCK LIST

6-4 Ash No. 3 Common and Better	17M
4-4 Basswood No. 1 Common	60M
4-4 Basswood No. 2 Common	300M
4-4 Basswood No. 1 and 2 Common	120M
4-4 Red Birch, 1s and 2s	11M
4-4 Gray Elm No. 2 Common	65M
1x7 and up Gray Elm No. 3 Common	70M
6-4 Gray Elm 1s and 2s	35M
8-4 Gray Elm 1s and 2s	12M
12-4 Gray Elm 1s and 2s	30M
8-4 Rock Elm	80M
5-4 Hard Maple Step	13M
6-4 Hard Maple No. 1 and 2 Common	3M

OUR OWN MANUFACTURE

MITCHELL BROTHERS COMPANY

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., November 5, 1910

8-4 Ash, 1s and 2s	5 M
4-4 Basswood, No. 2 Common	140 M
1x6 Basswood, No. 2 Common	26 M
1x4 Gray Elm, No. 3 Common	28 M
1x7 and up Gray Elm, No. 3 Common	75 M
4-4 Gray Elm, 1s and 2s	18 M
8-4 Gray Elm, 1s and 2s	16 M
4-4 Rock Elm, No. 2 Common and Better	5 M
1x10 to 14 in. Hard Maple, 1s and 2s	10 M
1x15 and up Hard Maple, 1s and 2s	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

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MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

100,000	ft.	6/4 No. 1 common and better maple.
0,000	ft.	8/4 No. 1 common and better maple.
200,000	ft.	4/4 No. 3 common maple.
200,000	ft.	5/4 No. 3 common beech and maple.
250,000	ft.	6/4 No. 3 common beech.
100,000	ft.	4/4 No. 1 common and better birch.
30,000	ft.	8/4 No. 1 common and better birch.
150,000	ft.	5/4 No. 2 common and better basswood.
35,000	ft.	4/4 No. 2 common and better elm.
10,000	ft.	12/4 No. 1 common and better elm.
500,000	ft.	8/4 No. 1 hemlock.
500,000	ft.	8/4 No. 2 hemlock.



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Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
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Consignments solicited.
Let me figure on your requirements

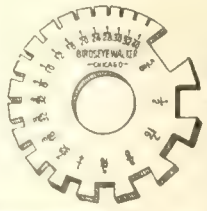
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Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
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HARDWOOD LUMBER, TIMBER AND TIES
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I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
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A VENEER GAUGE
Answers that oft repeated query "I wonder how thick this is"? Gauges instantly any thickness from 1/40 inch to 1/8 inch inclusive. Made of best steel,—can't wear out. Fixed price $1.00. For sale exclusively by the inventor. Sent on 10 days' approval
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Dept. "C" CHICAGO

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
STOCK READY TO LOAD AT MOUNDS, ILL.

72,000 ft. 4/4 Fas pl. Red Oak.
28,000 ft. 4/4 Fas pl. White Oak.
90,000 ft. 4/4 No. 1 com. pl. Red and White Oak.
30,000 ft. 4/4 No. 2 com. pl. Red and White Oak.
22,000 ft. 4/4 No. 1 com. & Fas Qtd. Red Oak.
87,000 ft. 4/4 No. 1 com. & Fas Qtd. White Oak.
60,000 ft. 5/4 No. 1 com. & Fas pl. Red Oak.
11,000 ft. 5/4 No. 1 com. & Fas pl. White Oak.
12,000 ft. 5/4 No. 2 com. pl. Oak.
38,000 ft. 8/4 No. 1 com. & Fas pl. White Oak.
10,000 ft. 10/4 Fas White Oak.
36,000 ft. 12/4 No. 1 com. & Fas Red Oak.
20,000 ft. 12/4 No. 1 com. & Fas White Oak.
8,000 ft. 4/4 No. 1 com. & Fas White Oak.

All Dry For Rush Orders
OUR SHIPMENTS ALWAYS ON TIME

24,000 ft. 4/4 No. 1 com. & Fas White Ash.
28,000 ft. 5/4 No. 1 com. & Fas White Ash.
42,000 ft. 6/4 No. 1 com. & Fas White Ash.
70,000 ft. 1x9" and up Cottonwood Boxboards.
35,000 ft. 1x13" and up Fas Cottonwood.
75,000 ft. 1x6" and up Fas Cottonwood.
75,000 ft. 1x4" and up No. 1 com. Cottonwood.
100,000 ft. 1x4" and up No. 2 com. Cottonwood.
35,000 ft. 8/4 and 12/4 No. 1 com. and bet. Elm.
200,000 ft. 4/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 5/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 6/4 No. 1 com. and Fas Sap Gum.
20,000 ft. 8/4 No. 1 com. and Fas Sap Gum.
50,000 ft. 4/4 No. 1 com. and Fas Red Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

TELEPHONE HARRISON 3996

MARSHALL LUMBER CO.

NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING — CHICAGO, ILLINOIS

STOCK LIST

Oak 1 car 2 in. 1s and 2s
Oak 2 cars 2 in. 1s and 2s
Oak 2 cars 2 in. No. 1 Common
Oak 1 car 6-4 in. No. 1 Common
Red Oak 1 car 1 in. No. 1 Common
Red Oak 3 cars 3-4 in. 1s and 2s Plain
Red Oak 2 cars 5-8 in. 1s and 2s Plain
Red Oak 5 cars 4-4 in. 1s and 2s Plain
Red Oak 1 car 1 in. Com. & Better Qtd.
White Oak 2 cars 4-4 in. 1s and 2s Plain
White Oak 1 car 5-8 in. 1s and 2s Plain
White Oak 1 car 4 in. 1s and 2s Plain
White Oak 1 car 2 in. Com. & Bet. Qtd.
White Oak 1 car clear Quartered Strips
Ash 1 car 1 in. 1s and 2s
Ash 1 car 1-in. No. 1 Common
Ash 1 car 3 in. 1s and 2s
Cottonwood 5 cars 1x13 to 17 in. 1s and 2s
Cottonwood 2 cars 4-4x6 in. & up 1s & 2s
Red Gum, 1 car 4-4 in. 1s & 2s

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

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Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

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HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty



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MILLS & YARDS
BLACKWELL, WISCONSIN



Huddleston-Marsh Lumber Company

(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian
MAHOGANY
Lumber and Veneers

DOMESTIC VENEERS
and Glued-Up
Panel Stock

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Manufacturers and dealers in

Oak, Ash, Gum, Cottonwood

Wagon Stock and Other Hardwoods

In the market for round lots of Hardwood and Wagon Stock.
Write us before selling.

Fisher Building — CHICAGO

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, December 8, 1910 CHICAGO, ILL.

STOCK SHEET

BASSWOOD 1 car 12/4 1st and 2nd; 3,000 ft. 10/4 and 12/4 1st and 2nd; 9,000 ft. 10/4 1s and 2s; 2nd 11,000 ft. 8/4 No. 2 Common 10,000 ft. 6/4 No. 1 Common; 5,000 ft. 6/4 No. 2 Common; 10,000 ft. 5/4 1st and 2nd 15,000 ft. 5/4 No. 1 Common 38,000 ft. 5/4 No. 2 Common 300,000 ft. 4/4 No. 2 and Better 40% 1st and 2nd 25% No. 1 and 25% No. 2 Common 100,000 ft. 4/4 No. 3 Common 25,000 ft. 6/4 No. 3 Common

WISCONSIN RED OAK 1 car 10/4 No. 1 Common and Better 75% 1st and 2nd 1 car 8/4 No. 2 Common and Better 40% 1st and 2nd 3 cars 4/4 1st and 2nd; 3 cars 4/4 No. 1 Common. Very coarse wide stock. Good lengths

BIRCH 1 car 8/4 1st and 2nd Red all thru

SOFT ELM 3 cars 4/4 Log Run 25% 1st and 2nd 40% No. 1 and 25% No. 2 1 car 12/4 No. 1 Common and Better

WHITE PINE: 1 car 1" Dried Better, 8" and wider full thickness 2 cars 6/4 No. 2 Common and Better 25% better than common. 5 cars No. 4 Boards full thickness.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

WE CUT OAK CHAIR STOCK, IMPLEMENT STOCK AND TIMBER TO YOUR ORDER

SCHULTZ, HOLLOWAY & CO.

277 DEARBORN ST. CHICAGO

PHONE HARRISON 2340

FOR IMMEDIATE SHIPMENT

RED GUM

2 cars 1" 1's & 2's 12" 14" to 16"
6 cars 1" 1's & 2's 10" to 16"
3 cars 1" No. 1 Common
1 cars 1¼" 1's & 2's
1 cars 1¼" No. 1 Common
2 cars 1½" 1's & 2's
1 car 1½" No. 1 Common
2 cars 2" 1's & 2's

SAP GUM

4 cars 1" 1's & 2's 12" 15" 16"
7 cars 1" 1's & 2's 10" to 16"
11 cars 1" No. 1 Common
14 cars 1" No. 2 Common
2 cars 1¼" 1's & 2's
6 cars 1¼" No. 1 Common
4 cars 1½" 1's & 2's
3 cars 1½" No. 1 Common

5 cars 2" 1's & 2's
2 cars 2" No. 1 Common

COTTONWOOD

5 cars 4/4 1's & 2's 6" to 12"
4 cars 4/4 No. 1 Common
6 cars 4/4 No. 2 Common
1 car Boxboards 13" to 17"

ELM

4 cars 4/4 Common & Better, Soft
2 cars 4/4 Log Run, Soft
1 car 6/4 Common & Better, Soft
2 cars 8/4 Common & Better, Soft

SOUND WORMY CHESTNUT

15 cars 4/4 4 cars 6/4
3 cars 5/4 3 cars 8/4

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

Hall & Sisson Lumber Company

218 La Salle Street, Chicago, Ill.

Telephone Main 3639
(Mills at Annadel, Tenn.)

FOR SALE—We have at shipping point, dry, well manufactured and accurately graded stock as follows for immediate shipment:

2 cars 1x10-12 inch Fas. Poplar.
5 cars 3x3 to 12x12 Fas. Poplar Squares.
10 cars 3x3 to 10x10 No. 1 Common Poplar Squares.
2 cars 1x13-17 Poplar Box Boards
5 cars 8-4 inch No. 1 Common Plain White Oak.
3 cars 12-4 inch No. 1 Common Plain White Oak.
4 cars 4-4 inch Fas. Plain Red Oak.
10 cars 4-4 inch Fas. Quarter Sawed White Oak.

Stock Wanted—We want to buy:
2 cars 3 inch Fas. Pl. W. Oak.
5 cars 2x6 8 ft. Clear White Oak.
10 cars 2x5½ 7 ft. Clear White Oak.
100 M ft. 1x13-17 Poplar Box Boards.
10 cars 4-4 inch No. 2 Common Cottonwood.
5 cars 4-4 inch Fas. Plain Red Oak.
10 cars 4-4 inch No. 1 Common Plain Red Oak.
3 cars 2 inch Fas. White Ash.
2 cars 2½ inch Fas. White Ash.
2 cars 3 inch Fas. White Ash.
5 cars 4-4 inch Fas. Poplar.
2 cars 4-4 inch No. 1 Common Poplar.

MANUFACTURERS OF AND DEALERS IN SOUTHERN HARDWOODS

Car Dimension Stock a Specialty. We Buy Dimension Oak.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

CASH FOR **HARDWOOD BARGAINS IMMEDIATE SHIPMENT**

QUOTE US ON CAR OAK

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, **CHICAGO** Phone Harrison 6440

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

1 car Panel Poplar 5/8x18 in. and up wide 14 ft. and longer.

Poplar Wagon Box Boards 13 in. to 20 in. wide 12 ft., 14 ft. and 16 ft.

2 cars dry 2 in. Soft Elm No. 1 com. grade.

1 car dry 2½ in. Rock Elm 1 and 2 grade standard lengths.

We can also use dry Rock Elm in sizes 3½x8½x10 ft. also 4¼x6½x11 ft. or longer

3 cars clear Hard Maple—3½x7x12 ft. to be sawed to order.

2 cars dry No. 1 com. and better Hard Maple 3½ in. thick, standard widths and lengths.

2 cars dry 2½ in. Hard Maple No. 1 com. grade

70,000 ft. 1 in. No. 2 com. dry Hemlock 8 in., 10 in. and 12 in. wide any length.

We would like to sell a car of **NORTHERN WHITE PINE** 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.

We are large handlers of **WESTERN WHITE PINE** all grades shop and better.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

ROTARY-CUT
BIRCH
ROTARY-CUT
PLAIN OAK

J. J. NARTZIK
Office and Warehouse
1966-1976 Maud Ave.
CHICAGO
LOCAL AND CARLOAD SHIPMENTS



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Association

ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention this Paper. — 116 Nassau Street NEW YORK CITY

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

WHEELER - TIMLIN LUMBER COMPANY

Manufacturers and Wholesalers of

NORTHERN AND SOUTHERN HARDWOODS

WE WISH TO MOVE

5 Cars 1 in. No. 2 Com. and Better Black Ash.
1 Car 1¼ in. No. 2 Com. and Better Black Ash.
6 Cars 2 in. No. 1 Com. and Better Rock Elm.
2 Cars 1 in. No. 1 Com. and Bet. Qtd. Red Oak.
1 Car 6-4 in. 1's and 2's Plain Red Oak.
2 Cars 2 in. No. 1 Com. and Better Soft Elm.

FIRST NATIONAL BANK BUILDING, CHICAGO

WAUSAU, WISCONSIN

LOUISVILLE THE HARDWOOD GATEWAY



PLAIN OAK, QUARTERED OAK, CHESTNUT, WALNUT, HICKORY, POPLAR, ASH, MAHOGANY.

THE PURPOSE OF THIS PAGE

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

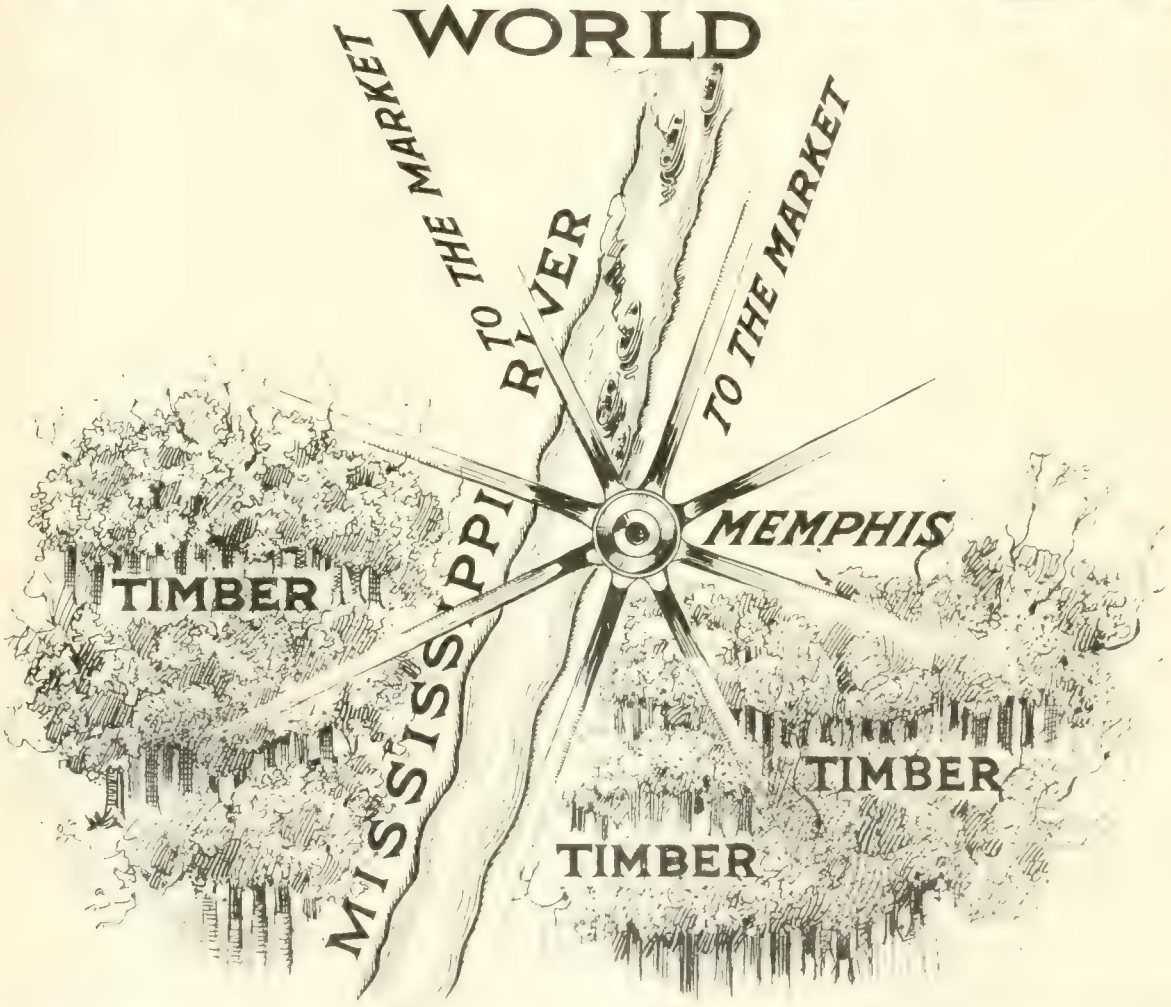
Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Mississippi

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½".	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In.
†We ship our No. 1 Common Quartered White Oak 6" & up wide.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4 1sts & 2ds, 6" & up.....100,000'
4/4 1sts & 2ds, 6--12".....150,000'
4/4 1sts & 2ds, 13" & up.....50,000'
4/4 No. 1 common, 4" & up.....100,000'
4/4 No. 1 Common, 4--12".....75,000'
4/4 Box Boards, 13--17".....100,000'
4/4 Box Boards, 9--12".....25,000'
5/4 1sts & 2ds, 6" & up.....150,000'
6/4 1sts & 2ds, 6" & up.....25,000'
4/4 Panel & wide No. 1, 18" & up..25,000'

SAP GUM

4/4 Panel & wide No. 1, 21" & up. 50,000'
4/4 Box Boards, 13—17".....35,000'
4/4 1sts & 2ds, 6" & up.....50,000'
4/4 No. 1 Common, 4" & up.....100,000'
5/4 1sts & 2ds, 6" & up.....200,000'
5/4 No. 1 Common, 4" & up.....50,000'

RED GUM

4/4 1sts & 2ds.....45,000'
4/4 No. 1 Common.....50,000'
5/4 1sts & 2ds.....35,000'
5/4 No. 1 Common.....100,000'
6/4 1sts & 2ds.....20,000'
6/4 No. 1 Common.....5,000'
8/4 1sts & 2ds.....27,000'
8/4 No. 1 Common.....25,000'

PLAIN RED OAK

4/4 1sts & 2ds.....25,000'
4/4 No. 2 Common.....50,000'
5/4 1sts & 2ds.....25,000'
6/4 1sts & 2ds.....25,000'
6/4 No. 1 Common.....15,000'

PLAIN WHITE OAK

4/4 1sts & 2ds.....20,000'
4/4 No. 1 Common.....50,000'
4/4 No. 2 Common.....75,000'

QUARTERED WHITE OAK

4/4 No. 2 Common & Better.....50,000'
4/4 1sts & 2ds.....5,000'
4/4 No. 1 Common.....30,000'
4/4 No. 2 Common.....35,000'

ASH

8/4 No. 1 Common & Better.....35,000'

ELM

6/4 No. 2 Common & Better.....50,000'
4/4 No. 2 Common & Better.....11,000'

CYPRESS

5/4 No. 1 Shop & Better.....100,000'

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL., BLYTHEVILLE, ARK., HELENA, ARK., GREENVILLE, MISS.

WHY NOT? WRITE US FOR PRICES

We carry everything in Southern Hardwoods: Band Sawn and Equalized; Gum, Cottonwood, Ash, Red and White, Plain and Quartered Oak.

HERE ARE A FEW ITEMS WE WOULD LIKE TO MOVE:

15 cars 4-4 No. 1 Common Plain Red Oak
4 " 8-4 1st and 2d Plain Red Oak
8 " 8-4 No. 1 Common Plain Red Oak
2 " 4-4 1st and 2d Quartered Red Oak
2 " 4-4 No. 1 Common " Red Oak
10 " 4-4x6 to 12 in. 1st and 2d Cottonwood
6 cars 6-4 1st and 2d Sap Gum
2 " 4-4x22 in. and up No. 1 and Panel Cottonwood
9 " 12-4 No. 2 Com. and Better Southern Elm
2 " 4-4x18 in. and up 1st and 2d Poplar
8 " 4-4 No. 3 Common Oak

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER .·. .·. **MEMPHIS, TENNESSEE**

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building **Memphis, Tennessee**

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM
4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK
4-4 1s and 2s.....26,323 Feet
7-4 1s and 2s.....1,300 Feet
8-4 1s and 2s.....890 Feet
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK
4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Feet

PLAIN RED AND WHITE OAK
4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK
4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK
4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH
4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS
6-4 Log Run Soft Elm....56,986 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Maple.....11,534 Feet

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

[illegible] ft. 4/4 Qtd. White Oak.
[illegible] ft. 4/4 Qtd. White Oak.
[illegible] ft. 4/4 [illegible] Qtd. White Oak.
2s Qtd. White Oak.
1,500 ft. 6/4 Qtd. White Oak.
35,000 ft. 2½-in. to 5½-in. Qtd. White Oak Strips.
30,000 ft. 4/4 to 10/4 Qtd. Red Oak.
16,131 ft. 3/4 Qtd. Red Oak.
262,761 ft. 4/4 to 8/4 Plain Red Oak.
100,953 ft. 4/4 to 8/4 Plain. White Oak.
135,031 ft. 4/4 to 16/4 Ash.
58,325 ft. 4/4 Poplar.
26,784 ft. 5/4 Poplar.
Two cars 6/4 Log Run Soft Elm.
One car 4/4 Log Run Rock Elm.
One car [illegible] and Better Elm.
One car 4/4 Log Run Soft Elm.
50,000 ft. 2-inch Gum, on grade.
100,000 ft. 1-inch Gum, on grade.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.
152,705 ft. 1" No. 1 Common White.
52,947 " 1" " Red

GUM.
31,000 ft. 1" 1st and 2nd Sap.
15,000 " 1" No. 1 Common Sap.
20,500 " 1" Box Boards, 15" 17" and up.
5,750 " 1" 1st and 2d Sap 18" and up.
16,500 " 1¼" 1st and 2nd Sap.
8,500 " 1¼" No. 1 Common Sap.
27,000 " 1¼" 1st and 2nd Sap
13,200 " 1 " 1st and 2nd Red.
8,200 " 1¼" 1st and 2nd Red
2,300 " 1¼" No. 1 Common Red

PLAIN OAK.
58,830 ft. 1" No. 3 Com. Red and White.
28,310 ft. 1" No. 2 Com. Red and White.
[illegible] ft. 1" Sound Wormy Red and White
102,592 ft. 1" No. 1 Common White.
146,569 " 1" No. 1 Common Red.
65,782 " 1¼" No. 1 Common Red.
26,637 " 1¼" No. 1 Common White.
19,492 " 1½" No. 1 Common White.

YELLOW CYPRESS.
15,310 ft. 1" 1st and 2nd.
39,758 " 1" Selects.
76,564 " 1" Shop.
15,750 " 2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

Florence Pump & Lumber Co.

INCORPORATED

Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

FRANK MAY RALPH MAY

MAY BROTHERS

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

MAIN OFFICE
MEMPHIS, TENNESSEE

MILLS { MEMPHIS, TENN.
{ DUMAS, ARK.

W. E. Mossman Pres. W. C. Douglass Vice-Pres.
F. G. Smith, Sec. and Treas.

The Mossman Lumber Co.

Manufacturers and Wholesalers of
All Kinds of Hardwood Lumber

Quartered White Oak and Yellow Poplar Specialties

Office Cor. Morehead Ave. and Belt Railway **Memphis, Tennessee**

WE WANT TO MOVE AT ONCE

2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
1 car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
1 car 4-4 1s and 2s Quartered Red Oak
1 car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
1 car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
1 car 4-4 No.1 Common Poplar

We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
25,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
[illegible] ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK
12,000 ft. 4/4 No. 2 common.

PLAIN RED OAK
25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH
13,000 ft. 5/4 to 16/4 log run.

ELM
[illegible] ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in

HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

C. H. L. BECKERS

HARDWOODS

OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE
FURNITURE AND CHAIR DIMENSION

Victoria Building ST. LOUIS, MO.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

C. D. HENDRICKSON, Pres. and Gen. Mgr. E. L. DAILEY, Sec. and Sales Mgr.

C. D. Hendrickson Lumber Company

MANUFACTURERS OF

SOUTHERN HARDWOOD LUMBER

OAK, ASH, CYPRESS, POPLAR, ELM, RED GUM, SAP GUM, COTTONWOOD

Memphis, Tennessee

S. C. MAJOR LUMBER CO.

W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

SPECIALTIES

PLAIN AND QUARTERED OAK, ASH AND POPLAR

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

GAYOSO LUMBER COMPANY

Manufacturers of

HARDWOOD LUMBER

Oak, Ash, Poplar, Gum, Cottonwood, Cypress, Hickory

SPECIALTY: SOFT ELM

MEMPHIS, TENNESSEE

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

DARNELL-TAENZER LUMBER COMPANY

MEMPHIS, TENN.

Manufacturers and Dealers in High Grade

HARDWOOD LUMBER

WE WANT TO SELL

180,000 ft. 3-8 Common Plain Red Oak

(Two Years Dry)

SAWED VENEER

We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

J. W. Thompson Lumber Company

MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

Goodlander-Robertson Lumber Co.

MEMPHIS, TENN.

POPLAR
OAK
HICKORY
ASH

AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

OUR STOCK IS RIGHT

OUR PRICE LIKEWISE

A FEW MORE SPECIALS TO KEEP THINGS MOVING

40 M 4-4 1 & 2 Qtd. White Oak.
10 M 5-4 1 & 2 Qtd. White Oak.
10 M 6-4 1 & 2 Qtd. White Oak.
40 M 4-4 No. 1 Com. Qtd. White Oak.
12 M 5-4 No. 1 Com. Qtd. White Oak.
19 M 6-4 No. 1 Com. Qtd. White Oak.
200 M 4-4 No. 1 Com. Pl. White Oak.
47 M 5-4 No. 1 Com. Pl. White Oak.
10 M 6-4 No. 1 Com. Pl. White Oak.
10 M 8-4 No. 1 Com. Pl. White Oak.
100 M 4-4 No. 2 Com. Pl. Oak.
50 M 5-4 No. 2 Com. Pl Oak.
30 M 6-4 No. 2 Com. Pl. Oak.

KENTUCKY LUMBER CO.

MANUFACTURERS

CINCINNATI OHIO

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:
1620 Union Trust Building
Cincinnati, Ohio

MILLS:
Norma, Tennessee
New River, Tennessee

3 cars 4-4 No. 2 Common Qtd. White Oak
2 cars 4-4 No. 3 Common Qtd. White Oak
1 car 4-4 No. 1 Common Qtd. Red Oak
2 cars 4-4 No. 2 Common Qtd. Red Oak
3 cars 4-4 Log Run Beech
4 cars 4-4 Log Run Black Gum
2 cars 4-4 Log Run Hemlock
5 cars 4-4 Log Run Maple
10 cars 4-4 Sd. Wormy Chestnut
3 cars 4-4 Scoots Chestnut
5 cars 4-4 Saps and Selects Poplar

DRY STOCK—Can ship immediately. All band sawn stock our own product.

C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, 100,000,000 Ft.

MOWBRAY & ROBINSON

SPECIALISTS IN

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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Telephones Harrison 8086-8087-8088

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Northern Territory - E. W. Meeker, 355 Dearborn St., Chicago, Ill.
Southern Territory - Gabriel Lipman 355 Dearborn St., Chicago, Ill.

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Coming Association Meetings

NATIONAL VENEER & PANEL MANUFACTURERS' ASSOCIATION.

The sixth annual meeting of this association will be held at the Auditorium Hotel, Chicago, Ill., on Tuesday and Wednesday, December 13 and 14.

F. B. RAYMOND, President. E. H. DEFEBAUGH, Secretary.

INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The twelfth annual meeting of this association will be held at the Denison Hotel, Indianapolis, Ind., on Tuesday, January 17, 1911.

E. A. SWAIN, President. C. H. KRAMER, Secretary.

HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES.

The ninth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Tuesday and Wednesday, January 31 and February 1, 1911.

R. M. CARRIER, President. LEWIS DOSTER, Secretary.

NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION.

The nineteenth annual meeting of this association will be held on Wednesday and Thursday, March 1 and 2, 1911, at a place as yet undecided upon.

R. W. HIGBIE, President. E. F. PERRY, Secretary.

General Market Conditions

From every hardwood consuming center of the United States there are encouraging reports covering current as well as prospective business. The volume of hardwood buying is from fair to good in nearly all districts. Inquiries are increasing in number, and prospects indicate a remarkably good trade for the first of the year.

In some quarters, notably among holders of stock that have no regular sales organization, some concession in prices has been made on a number of items during the last fortnight. This situation is being taken advantage of by jobbers who are buying with considerable freedom.

The general business situation is improving. Even stock in companies which is not showing earnings to warrant dividends at the present time, is reasonably strong, and there is no disposition on the part of holders to sacrifice their holdings. Banking houses are showing an improvement in reserves and it is prophesied that money will range cheaper after the first of the year.

It is a self-evident fact that there is no surplus of any variety of hardwood in first hands at the present time, and there are many indications pointing to a restricted output for the year to come. Manufacturers have awakened to the fact that with the increased value of stumpage, it is necessary to exploit their timber properties very carefully, getting every foot possible out of the forest, and in a general way to go slow in operation in order to achieve the best financial result from their enterprises.

Recent sales of northern hardwood timber have ranged as high as one hundred dollars an acre, which means from eight to ten dollars stumpage, and at these prices it takes rare judgment and skill to show a reasonable earning on lumber operation. As a matter of fact there are comparatively few of the northern operators who are making much money in hardwoods save those who practice forest conservation in the way of reducing their woods waste to chemical and paper wood production.

The northern flooring output is normal and trade is in fair shape, although it is doubtful today if maple flooring manufacturers who do not control stumpage or have old contracts for maple lumber, can produce flooring at a profit from the purchase of maple lumber at current prices.

The oak flooring production seems to be somewhat in excess of demand, but prices remain firm. The furniture manufacturers are still buying from hand to mouth to keep their plants going, and will not make larger purchases until the results of the January sales season are demonstrated. Generally they think they will have a fair to good [illegible] but [illegible] by large volume of business at the prices [illegible].

The [illegible] are doing a good [illegible] of business which is being handled at prices that show but a small profit.

On the whole the outlook for business at remunerative prices during the coming winter looks good, and with the paucity of stocks in first hands, the prospects of a diminished output, higher values of stumpage and the general sentiment of trade, the year 1911 should show a year's business conducted on conservative lines with more net profit accruing to the trade than for some years in the past.

Prevention of Forest Fires

[illegible] owners. The forestry department has promulgated regulations for

DEC 13 1910

the prevention of fires in public forests and some of the states have enacted legislation to this end. Many lumber manufacturers have resisted the proposal on the part of sundry legislative bodies to make laws providing for the burning of slashings, figuring that the cost of piling and burning the tops, brush, debris, etc., left on the ground after logging would be so excessive as to constitute a loss on the lumber operation. However, this sentiment is checked in some quarters, as is evidenced by one Minnesota operator. He states:

"I [illegible] lumber [illegible] found that the cost of burning the brush after all was not so very high, and from my experience and what information I have been able to gather I believe that the burning of the brush is a very good thing. Any one who is familiar with forests can readily realize that an old slashing, sometimes very thick on the ground, close to a good piece of timber, is bound to kill a lot of timber adjoining it if it ever catches fire, and it furnishes material to start a large and damaging fire which would not otherwise occur. Personally, I am very much in favor of burning all the brush and debris which is left after logging, as the benefit derived much more than compensates for the cost of the work."

Beyond question, eventually, stumpage owners will generally concede the value of the burning of their slashings for the purpose of protecting their other timber properties. While the immediate profit in lumber operation would be materially reduced if slashings were burned, the material added profit from new growth and a diminution of fire hazard in the remaining forest would surely be profitable.

The Presidents Message

The President's message to Congress this week is a very plain and substantial business document, and generally speaking, it meets the approval of the best business element.

In the matter of conservation it asks for authority to appeal to courts from decisions of the secretary of interior in land cases.

It asks the authorization of executive reservation of more forest land in Oregon, Washington, Idaho, Montana, Colorado and Wyoming. It asks for authority to lease coal deposits of the government, and also of phosphate, oil and gas lands, under regulations safeguarding the interests of the people. It asks for authority to lease waterpower sites by the federal government.

The President seeks the creation of a commission for the government of Alaska; for a bureau for the control of national parks, and asks for enlarged appropriations to prevent forest fires, for reforestation purposes, and an appropriation to pay hospital expenses for those injured in recent forest fires.

"The Propensity to Steal"

Referring to the editorial under the above heading printed on November 10, the RECORD is in receipt of the following communication:

"We have [illegible] relative to the mixed grade problem, and there has been comment, criticism, and many remedies suggested for the ill; but I do not believe the proper theory has been advanced to abolish the evil.

"Some time ago we read the papers written by our esteemed president of the Manufacturers' Association, wherein he lays great blame at the door of the jobber who robs unmercifully the innocent purchaser. However we will not take too rigid exceptions to this statement, for, when the jobber buys a carload of No. 1 common and includes therein 20 per cent of No. 2 common with instructions 'to mix thoroughly through the car,' his idea is to deceive his customer in a great many instances.

"If the [illegible] or if we were all supernatural beings, and men lived and died by the old, time worn, rusty Golden Rule, we would have no mixed grade problem to discuss; but as we are nothing more than human, and at that living in the 20th century, where keen competition makes it necessary for all of us to fight for existence, we must deal with this through more direct methods.

"In the first place, who is directly responsible for ninety per cent of the grade mixing? Let me answer, that it is the consumer.

"My observation and experience has extended over almost every field in the lumber industry, but I found that my education was in infantile proportions when I packed my grip and started on the road as a lumber salesman. Those of you who have contributed to the columns of the RECORD on this subject, advancing theories and drawing conclusions from an office chair, get out on the road, and I believe you will find that my theory is not very wrong. An occasional trip into your territory to visit your old customers, those to whom you can go with an 'Hello, there, old boy; how are you?' will not suffice. You must take a territory week after week, month after month; see every one in the towns you visit; study their requirements, before you can appreciate fully the condition.

"I believe that ninety per cent of the lumbermen want to be honest and ship honest grades, and would do it if they could. But let me illustrate one of the many encounters in my road experience:

"I enter the office of a consumer and I am unacquainted with his requirements. The buyer is congenial, however, and invites me to a seat, and in conversation with him I learn that he uses quite a quantity of No. 1 common plain oak. I cautiously bring him to a point where I deem it advisable to begin business, and I mention a good stock we have of this particular grade, its dryness, manufacture, lengths, widths, texture, color, and dwell on a few of the more essential points, all of which appeal to him; in fact, he is so interested he interrupts and asks my price, and I reply that it is $33 per thousand, delivered, we will say, in Grand Rapids.

"He scoffs at my price and all my choicest arguments on grade manufacture; quality will not interest him in the least. He tells me, also shows me (for I am from across the border), that he is buying No. 1 common at $27, delivered. He is correct in so far

INSPECTION LOGIC

Undeniably this country is at the beginning of a period of commercial prosperity, and it is eminently desirable at this time that the hardwood lumber business shall be so standardized and equipped that it can be conducted along lines of profitable and satisfactory dealing, and be made as free as possible from friction and misunderstanding.

It is believed that the details of specific rules covering the inspection and measurement of hardwood lumber are of minor importance, if these rules reasonably accommodate themselves to the present lumber output of hardwood logs, and the grades reasonably fulfill the requirements of the eventual uses to which hardwood lumber is placed.

It is further believed that a multiplicity of systems of grading is inimical to the welfare of all divisions of the hardwood industry, and that one universal and union system of inspection would contribute to the best interests of all concerned.

Is this good lumber logic? If not, why not? If it is, why is not the desideratum consummated?

as the invoice goes, and I see that So & So in Chicago are shipper... I am well acquainted with them, know their reputation; they ... good house. He further grants me the privilege of looking at this stock. It would take only half a lumberman to see in an instant that he is getting a high grade of No. 2 common. I take in the surroundings at a glance. I see his inspector at work on a car. His work indicates that he could possibly plow corn better than he can inspect lumber, but it is not my place to criticise, besides, if I did, what do you suppose that man of years of experience would tell me? I would not attempt it, and if I did I could not convince him that he was not getting a good grade of No. 1 and that his inspector of long experience did not know his business. I am sorely tempted, for I see that it would not be hard to induce him to try the stock I have to offer if I meet the price.

"What do I say? 'Get thee behind me, Satan?' Not me. If I do I add to that 'and peek,' for as I said before, we were all human, all fighting for existence, and the contagion has fallen on me for I walk out of his office with an order for a trial car at $27—my competitor's price. I make the grade just a shade better than So & So in Chicago, and I get the business until their man comes round and shades the price 50 cents, then he gets it again.

"But here is the point: When I saw this chance to get this business, should I have refused it in order to contribute my share of personal influence toward making conditions better? I look at So & So in Chicago, and they have gotten rich off just such business that other lumbermen have stumbled over. But if this consumer had paid me my price, $33, wouldn't I have given him a nice, straight grade? I surely would, and so would ninety per cent of the lumbermen in business today. They would have to if the consumer demanded it.

"Such lumber buyers are in a class by themselves. I have never been able so far to logically classify them. No doubt this particular buyer patted himself on the back and gave himself credit for about ten points for driving such a good bargain. They are hard-headed, corner-cutting, cost-reducing men, but they haven't a thorough knowledge of lumber and depend on their inspector to get justice, and they hire a man to fill this position for about nine or ten per, so in this respect, as well as in the lumber, they get just what they pay for. Suppose one of these men should change inspectors suddenly, and get a good, live, up-to-date inspector. One of two things would happen at that plant in short order: this firm would either be out of lumber or they would pay the market price for it.

"The remedy, then, is to educate the consumer. This is a much easier task than to try to elevate the morals of the shipper under such deplorable circumstances. Let me suggest, however, that the medium you use to first inform him that he does not know his business be either a newspaper or a megaphone. Personal visits and demonstrations would be dangerous. The one who did it would likely have to eat his meals from the mantelpiece for some time afterwards."

The point made by this correspondent that the cause for the mixed grade imbroglio lies largely at the doors of the consumer is not new or unknown to the general run of the trade. The attitude of the price-buyer is certainly inimical to the establishment and maintenance of universal and uniform grade.

Anyone who is at all familiar with the situation knows that, in practically every instance where the buyer permits grades to be made for him to suit his price, he gets the "hot end" of the transaction. Nine times out of ten the buyer could get much better value by buying a proportion of the higher and lower grades involved in the blend and mix them himself. When the seller has the license to make a "special grade" that has not the backing of some standard of inspection, it is human nature to make the grade just as low as he thinks the customer will stand. This fact may be illustrated by an anecdote:

Two leading manufacturers were discussing this proposition. The one stated that he absolutely refused to make a mixed grade shipment for anyone; that he made standard grades and refused orders involving the putting in of a portion of lower grade with the higher one. The other man stated that that was not his system. He said: "When a man asks me to put two thousand feet of No. 1 common, thoroughly mixed, into a car of firsts and seconds, I tell him that it is an irregular transaction, and one which would render any future adjustment difficult and that I do not care to make a shipment in this way unless my measurement and grading will be accepted as final. When I get his O. K. on this proposition, recognizing fully that he is putting up a grade with which to steal from somebody, in place of putting two thousand feet of No. 1 common in the shipment, I put in four thousand feet and realize as much on the graft as he does.

Without doubt the people who should be chiefly benefited by the establishment of a standard of hardwood inspection would be the eventual buyer of the lumber, and they are the people to which a campaign of education should be directed if they care to realize the full value of their dollar in making lumber purchase.

A great many people today are entrusted with the buying of lumber who know little about the subject, especially about grades. They are essentially "price-buyers." They want to make a showing at headquarters that they are making purchases under market prices. They may be hard-headed, cost-reducing men, but they certainly do not thoroughly analyze the grade proposition in lumber purchases. There is not one man in ten that secures a cut-price on standard varieties of lumber that does not get hurt in the grade.

A New Association Suggested

... manager of a leading hardwood manufacturing house. This gentleman suggested, pursuant to a talk covering the difficulties that a lumber sales manager encounters, not only in marketing his product but in getting a close line on credits, that he believed it would be an admirable idea to organize an association for lumber sales managers, perhaps exclusively among hardwood men, for the making of plans for a more systematic sales system and the exchange of information on the subject of grades and other topics.

It would seem that this suggestion is a most admirable one and the RECORD will be pleased to have an expression from the sales managers of leading lumber manufacturing and jobbing houses concerning their ideas on the proposition. If it is deemed wise that such an organization be effected, the RECORD will take pleasure in lending its aid, and will cheerfully issue a call for a meeting to be held for the formation of such an association.

Beyond doubt a community of action among leading sales managers would very materially assist in an intelligent marketing of hardwoods.

The Ballinger Report

A foregone conclusion has come to pass. The republican majority of the committee appointed to investigate Ballinger has reported that the secretary is a "nice man," with intent and heart single to the best interests of the American people.

Of course, Glavis might have been emotional; he might have been overzealous; might have been insubordinate; and might have been a lot of other things, but the history and record of the secretary as set against the record and the history of Mr. Glavis, does not look very well to the average taxpayer.

Then, again, the public is reasonably conversant with the splendid record of ex-Forester Pinchot and fully recognizes his untiring energies in behalf of the best good of the whole American people in protecting their interests. Mr. Pinchot's crime was betraying a state secret. Up to the time that he became head of the forest division of the government, the public domain was supposed to constitute a source of public plunder for corporations and the general run of "interests."

From Mr. Pinchot leaked the fact that the public domain was public property, and that every American citizen had an equal claim for an interest in it. This is the sad scandal of the affair.

The result of the Ballinger whitewash will be the adding of another million or so of political insurgents, which will throw the president and the erstwhile dominant party still further into the depths.

... will become ... Ballinger ... which he never can return.

Pert, Pertinent and Impertinent

Planning the Opera Season

Let Monday [illegible]
Let the parterre with jewels glitter bright;
[illegible]
If but Caruso sounds the lofty C,
And shapely dancers twirl their lingerie

For Gallic works let Tuesday night be set;
Our Mary Garden's choice she proves to be
As Juggler Jean, or glide as Melisande,
While Campanini wields his magic wand.

On other nights the good old repertory—
"Aida," "Traviata," "Trovatore";
Or, once a month, some brand-new work decree,
To prove how enterprising we can be—
Something from Brussels, Petersburg, or Prague,
But nothing native—shun that like the plague!

Let the Italians have the greater share,
And let Herr Wagner's operas be rare;
Save that on certain Fridays during Lent,
To show how truly we are penitent,
Let "Parsifal" its trumpet motif sound,
Calling the Grail Knights to their solemn round.

Let Saturday remain the happy day
When girlish throngs frequent the matinee,
To hear, with thrills unknown to callous man,
Farrar as Mignon or as Cio-Cio-San.

On Sunday to direct our thoughts toward Heaven,
Each week a "sacred concert" should be given;
Don't fail to make the programme bright and catchy
With bits from "Tosca," "Faust" and "Pagliacci."

—R. H. Titherington.

Use Without Abuse

I would not say to man: "Forbear
To use the things God putteth here."
But rather would I say to man:
"Use in fruition of a plan;
Take then these gifts God giveth thee—
The golden fruit, the mighty tree,
All pleasant things the fields produce—
And render them to proper use;
And, in return, one thing I ask,
One simple, easy, proper task:
That which from nature you efface
With its own seedling life replace,
And cherish all the gifts of God,
To serve the ends of brotherhood."

The early Christmas shopper avoids the crowd.

The Return of the Prodigal



It is to be hoped that there is no mistake in identity.

The Worst Was Yet to Come

A southern pulpit orator one Sunday morning was describing the experience of the prodigal son. In his endeavor to impress his hearers with the shame and remorse that this young man felt and his desire to cast away his wicked doings, he spoke thus:

"Dis young man got to thinking about his meanness and his misery and he tuk off his coat and frowed it away. And den he tuk off his vest and frowed dat away. And den he tuk off his shirt and frowed dat away, too. And den he come to hisself."—Ladies' Home Journal.

What has become of the old-fashioned man who went home to dinner (not lunch) every day at noon, and told what he had on his return?

Bread Winners

Daddy's in the counting-house,
Earning bread and honey—
Mamma's in the drawing-room,
Playing bridge for money;
Cook is in the kitchen,
Ready to "give warning,"
And there won't even be a "black bird"
For breakfast in the morning. —Life.

Annual Northwestern Lumbermen's Association

The twenty second annual meeting of the Northwestern Hardwood Lumbermen's Association was held in the afternoon and evening of December 7 in the rooms of the Commercial Club, Minneapolis, Minn. There was a representative attendance of hardwood jobbers of the Twin Cities. The meeting was followed by a good and well served dinner in the dining room of the Commercial Club, after which the members adjourned to attend a performance at the Orpheum Theatre.

The business session was called to order by President A. H. Barnard. The first business on the program was the reading of the minutes of the last annual and last monthly meetings by Secretary J. F. Hayden. The minutes were approved as read and President Barnard then presented the following annual address:

President's Address

This organization is made up of the hardwood manufacturers and jobbers of the Northwest (Wisconsin and Minnesota). At this meeting we miss our first president, W. C. Bailey, a man who had the good of the organization at heart at all times, and we will miss him more and more as the years roll by. His advice was always good and his judgment sound; he was one of the very best on rules of grading and had much to do in the National Hardwood Lumber Association in advising as to rules.

So far as my observation goes, I think we are all getting on well with the railroads; refunds are made promptly for overcharges in rates and weights.

I believe we should all work together and confer with each other as to supply and demand, and there is much good that can come from these conferences. As to general market conditions, what we want is some sort of a market price on standard grades. If we could just get something of this kind under way there would not be so many low prices. The manufacture of the lumber has much to do with its value; it is the poorly manufactured stock that sets the price today, and not the good which should be the standard as in the other lines of goods. We should strive to handle all the large manufacturer's products and then we would have a better standard, and in my judgment it is far better that the manufacturer should sell to the jobber than to try to market his own stock, because we are on the market at all times.

The national inspector has much to do in satisfying the manufacturer and we all know that there is much less trouble than in former years. And let me add that the National Hardwood Lumber Association inspectors handled 10,147,094 feet last month as compared to 7,398,604 feet in the same month last year. This, gentlemen, is a great showing and ought to make you who do not employ the inspector give him much more work in shipping out your stocks. Remember, he is under bond to give a fair and impartial scale and grade, so that your interests are protected as well as the man you are buying of, and I find this a large step in bringing together manufacturers and jobbers. The manufacturer who formerly could not get on with the independent grader is now perfectly satisfied, and often specifies that the national inspector ship out the stock.

Business conditions have been far from good, owing to the unsettled crop conditions all summer, which made buyers hold off. The [illegible] which were offered at low prices; these have been about all cleaned up and prices should show a steady advance from now until spring. Factories have all been busy and this means cutting up lumber. So take it all around, business has been much better than we figured it would be.

There is today among manufacturers of other lines of lumber a system of issuing market reports giving prices at which actual sales have been made. These are reported in confidence by association members to their secretaries, who compile from them a statement of the high, low, and average prices received from different items of stock. This, in my judgment, would be a fine thing for us, if we could get such a system in operation in our association.

I am very pleased to announce that our membership has been increased by four new members. This is a fine showing, and the firms are first class business men. Let us all attend the monthly meeting so we can exchange views on the market situation.

I wish to thank you for the honor shown in selecting me as your president for the past two years, and bespeak your coöperation and support for my successor.

The annual report of the secretary was the next order of business:

Report of Secretary Hayden

The comparatively small number of meetings held during the past year gives your secretary little to report on the work of the association since the last annual meeting. For some reason there appears to have been less interest in the work of the organization, and several attempts to hold meetings have failed to bring out a quorum. Possibly the hardwood trade has been so good during the year that members have not had time even to eat an occasional lunch at the usual place of meeting.

During the past year, S. H. Davis, the Forbes-Everts Lumber Company and I. P. Lennan & Co. have retired from the hardwood lumber business, and are no longer members of the association. To replace these losses we are glad to welcome the Nolan Brothers Hardwood Company, who have recently decided to maintain an office in Minneapolis, the Foster Lumber Company, the Fullerton-Krueger Lumber Company and the Webster-Whipple Lumber Company.

But the greatest loss to the association, and one that cannot be readily replaced, came in the death of William C. Bailey, the first president of this organization, and one of its most loyal members during its twenty-two years of life. Suitable resolutions have been prepared, covering this matter and will be presented to this meeting for adoption.

The work of the new national inspector in this district has been satisfactory, and there has been an absence of complaint that his services could not be secured when wanted, a complaint that was frequently heard during the previous year.

Treasurer's Report

The report of Treasurer C. F. Osborne showed the following condition of the association's finances:

Balance on hand Dec. 7, 1909	$ 26.93
Received, dues, etc	96.00
	$122.93
Disbursements	112.14
Balance on hand	$ 10.79

On motion the reports of the officers were adopted.

Report of Board of Arbitration

P. R. Hamilton, reporting for the Board of Arbitration, stated that it was simply a repetition of last year's report.

One complaint of five cars was turned over to the national inspector. Since then nothing had come to the attention of the board, who were glad to report such harmony.

D. F. Clark asked the national inspector, Mr. Borgeson, how much lumber had been inspected for the association members during November.

Mr. Borgeson said 229,000 feet had been inspected, and that the work for members had supported the inspector in this district.

F. A. Nolan called attention to the fact that Polk's Lumber Directory did not contain the National Hardwood Lumber Association's rules, and moved that the secretary write Secretary Fish, of the National association, to that effect. The motion was carried.

D. F. Clark then read a compilation of the work done by inspectors of the National association during the month of November, a total of

Salaried inspectors	5,872,475 ft.
Fee inspectors	5,310,363 ft.
Total	11,182,838 ft.

N. C. Bennett, reporting for the membership committee, referred to the report of the secretary on the subject.

Report of Railroad Committee

A. S. Bliss, chairman of the railroad committee, said that several members had been having some work done by the Western Freight Traffic Association and it had been very satisfactory, which fact was confirmed by President Barnard. Mr. Bliss added that the Western had been very good about giving rates when applied to, and saved much trouble and error, as well as much money by giving combination rates.

Report of Forestry Committee

D. F. Clark, chairman of the forestry committee, referred to the vote on amendment to the Minneapolis constitution for forestry. The amendment failed of adoption, showing that the people are not interested. He believed it would be a long time before the people would take the matter seriously. As a delegate to the National Conservation Congress last summer, he had heard little of real interest. There will be an awakening eventually and the country will take steps to protect and conserve the forests.

Report of Waterways Committee

Mr. Nolan, for the waterways committee, said he had nothing to say except to thank the association for appointing him a delegate to the National Rivers & Harbors Congress at Washington. He also spoke of the work being done on the Mississippi river. He pointed out the importance of the

National Rivers & Harbors Congress and stated that its work ought to be second in volume to the country only to the regular Congress. The low water in the Mississipi during the past year emphasized the necessity of work being done.

W. C. Stanton then presented the following resolution, which was adopted:

In Memoriam

William Crawford Bailey, the first president of this association and always an enthusiastic and efficient worker in the interests of the hardwood lumber trade, has passed to his last reward. A God-fearing man, a conscientious enthusiast for good citizenship, honest and earnest in business, a companionable and true friend, the community in which he lived, the industry which he honored, the friends who loved him, and the family to which he was devoted have lost a wise counsellor, an honored friend and a devoted husband and father. Therefore be it

Resolved, That we, the members of the Northwestern Hardwood Lumbermen's Association, in convention assembled, express to his family our deep sympathy in their affliction and the hope that in their dark hours of sorrow they will be comforted by the thought that he has but passed on to the reward awaiting those who live an upright life; and be it further

Resolved, That copies of these resolutions be sent to the family and spread upon the records of our association.

W. H. Sill, chairman of the program committee, reported arrangements completed for a dinner to follow the business meeting.

Under the head of new business, W. C. Stanton spoke of the difficulty of getting members out to meetings, and deplored the lack of interest. He suggested that regular meetings, once in three months, be held, and special meetings when wanted. He moved that such regular meetings be held on the first Monday of March, June, September and December, and that members not present at these meetings be fined $1 for each absence. The motion was seconded, but after some discussion it was withdrawn by Mr. Stanton.

T. R. Jones suggested that meetings be held less often—say once in three or four months—and that the association do something at each meeting; that meetings of a social character be held monthly and members come and go as they can.

A. S. Bliss then moved that regular business meetings be held the second Monday of March, June and September, the annual meeting as prescribed by the by-laws, and that informal meetings be held monthly. The motion was seconded and carried.

Election of Officers

President Barnard then appointed as a nominating committee D. F. Clark, A. E. Peterson and F. H. Lewis, who after a short recess reported the following recommendations. The report was adopted and the nominees declared elected:

President—W. H. Sill.

Vice-President—W. C. Stanton.

Treasurer—C. F. Osborne.

Secretary—John F. Hayden.

Board of Arbitration—P. R. Hamilton, chairman; A. S. Bliss, F. M. Bartelme, F. A. Nolan, A. E. Peterson.

After appropriate remarks made by Mr. Sill, the new president, A. H. Barnard, retiring president, C. F. Osborne and P. R. Hamilton, the meeting adjourned.

Those present were:

Arthur H. Barnard, A. H. Barnard, Minneapolis.
F. M. Bartelme, F. M. Bartelme, Minneapolis.
N. C. Bennett, N. C. Bennett Lumber Company, Minneapolis.
W. C. Stanton, Stanton-DeLong Lumber Company, St. Paul.
D. F. Clark, Osborne & Clark, Minneapolis.
C. F. Osborne, Osborne & Clark, Minneapolis.
P. R. Hamilton, Minneapolis Lumber Company, Minneapolis.
W. H. Sill, Minneapolis Lumber Company, Minneapolis.
Charles Oliver, Charles Oliver, Minneapolis.
E. H. Broughton, Fullerton-Krueger Lumber Company, Minneapolis.
George Bailey, W. C. Bailey, Minneapolis.
Paul Carpenter, W. C. Bailey, Minneapolis.
A. E. Peterson, Peterson-Moore Lumber Company, St. Paul.
F. H. Lewis, F. H. Lewis, Minneapolis.
R. W. Hasslen, F. H. Lewis, Minneapolis.
W. L. Joyce, Foster Lumber Company, Minneapolis.
John Burmeister, Nolan Brothers Hardwood Company, Minneapolis.
A. S. Bliss, Payson Smith Lumber Company, Minneapolis.
Ed. Borgeson, National Inspector, Minneapolis.
F. A. Nolan, F. A. Nolan, St. Paul.
J. M. Okoneski, Arpin Hardwood Lumber Company, Atlanta, Wis.
Fred Mihleisen, A. H. Barnard, Minneapolis.
T. R. Jones, G. W. Jones Lumber Company, Appleton, Wis.
G. W. Everts, Payson Smith Lumber Company, Minneapolis.
Grant Osborne, Osborne & Clark, Minneapolis.
L. J. Lloyd, F. M. Bartelme, Minneapolis.
Randall Stanton, Stanton-DeLong Lumber Company, St. Paul.
J. H. Hiscock, Minneapolis Furniture Company, Minneapolis.

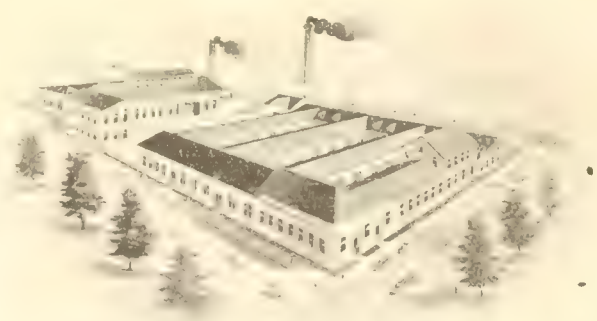
Remarkable Growth of Hermance Machine Company

The cut accompanying this article illustrates the present plant of the Hermance Machine Company at Williamsport, Pa. The rapidity with which this company has come to the front as a manufacturer of high-grade woodworking machinery should prove interesting reading to the many users of its product.

The Hermance Machine Company was organized and incorporated in 1902 by A. D. Hermance and C. D. Marsh. At that time the plant consisted of the small two-story building shown in the cut, all additions having been made in the last seven years. An idea of the growth can be deduced from the fact that while the concern originally started with a force of but fifteen men, it now employs one hundred and fifty. The concern owes its success and rapid growth to the high quality of design of its machines and their superior workmanship. The plant is equipped throughout with the most modern machine tools manufactured, for which the company has spent much money in the last two years. In connection with the shops is run a modern electric plant and a fully equipped foundry. The latter contains modern electric traveling cranes and moulding machines of the latest type. In the factory itself such labor saving appliances as compressed air hammers, drills and chippers are used.

The plant is composed of five units, namely, the machine shop, which covers an area of 175x144 feet; the power house; the foundry, which is 70x95 feet; the pattern shop and the pattern shop storage house. In order to fully protect the valuable patterns they are stored in a two-story brick fireproof building, separate from the rest of the plant. To still further reduce the fire risk, only two employees, the foundry foreman and superintendent, are admitted to this building.

In addition to numerous small outlying buildings, the company owns ample grounds for expansion, and it is planned, as soon as spring weather sets in, to erect an addition to the present plant. It is reported from the offices that in spite of constant enlargement and installation of time saving machinery and appliances, the company is never quite caught up with orders. As to the shipping facilities, the location of the company at Williamsport gives it a unique advantage over other similar concerns, in that Williamsport, aside from New



PLANT OF HERMANCE MACHINE COMPANY, WILLIAMSPORT, PA.

York, is the only city reached by the three greatest eastern railroads, namely, Pennsylvania, P. & R. and New York Central. As the Hermance company has its own switching track, it can readily ship over any of the important routes of the country.

Of the two original incorporators of the Hermance Machine Company, Mr. Hermance was one of the founders of the old Rowley & Hermance Company, and was president of that concern previous to its absorption by the American Woodworking Machinery Company combination. Mr. Marsh was with the Rowley & Hermance Company, being for eighteen years its machine designer and general superintendent. It was due to his ability to design new and improved machines that the Rowley & Hermance Company was such a marked success. With the organization of the Hermance Machine Company, however, Mr. Marsh set himself to the task of bringing out an entire new line of woodworking machinery. With the advantages of his long experience, Mr. Marsh was able to incorporate in his new designs many original ideas and labor-saving features which were entirely unique.

On January 1, 1909, Mr. Hermance sold out his interest to the Hermance Machine Company, Waldemar Giertsen of the Chicago Machinery Exchange securing the controlling interest. At this time J. J. Heintz, vice-president of the Chicago Machinery Exchange, assumed active management of the Hermance company at Williamsport, Mr. Marsh retaining the position of machine designer and general superintendent. The new management has inaugurated many and great improvements in the equipment of the shop. Various foremen have been sent around on tours of inspection of different machine tool shops to give them an opportunity of picking up new ideas of machine construction.

The machine cut shown in connection with this article is illustrative of the "Double-Quick, Wide-Open" moulder, a machine in which this company specializes, and in which it justly takes great pride. This moulder embodies the experience of thirty-five years of construction of this class of machinery.

The frame, as can be noted, is of one piece, is heavy, strong and rigid, and has the weight so distributed as to eliminate all vibration of the cutting cylinder. The one-piece construction affects the elimination of any loosening of bearings. Another feature of particular importance in the frame is the heavy outside bearing provided for the top arbor. It is substantially made and is subject to an adjustment vertically to take up the wear of the end box of the top head. The importance of this feature is immediately evident to any machinist.

The bed is of an equally substantial character, as are also the feed works, which the Hermance company claims to be the most powerful ever placed on an outside moulder. The feed rolls are driven by wide-faced gearing, the pinions which are subjected to the greatest strain, being made from forged steel. As a consequence the machine will feed as strongly when the bed is dropped to its full depth as when working on thinner material. The top feed rolls can be instantly raised or lowered by the operator to admit of a form for setting knives. The springing of the feed shaft is prevented and a steadying of the feed is accomplished by a heavy outside bearing for the upper rolls. A new feature in the feeding apparatus is an appliance enabling the operator to control the feed from the out-feeding as well as in-feeding end. The boxes of the feed-roll arbor bearing, which are of the best crucible steel, are so arranged that the belts pull directly against the bottom.

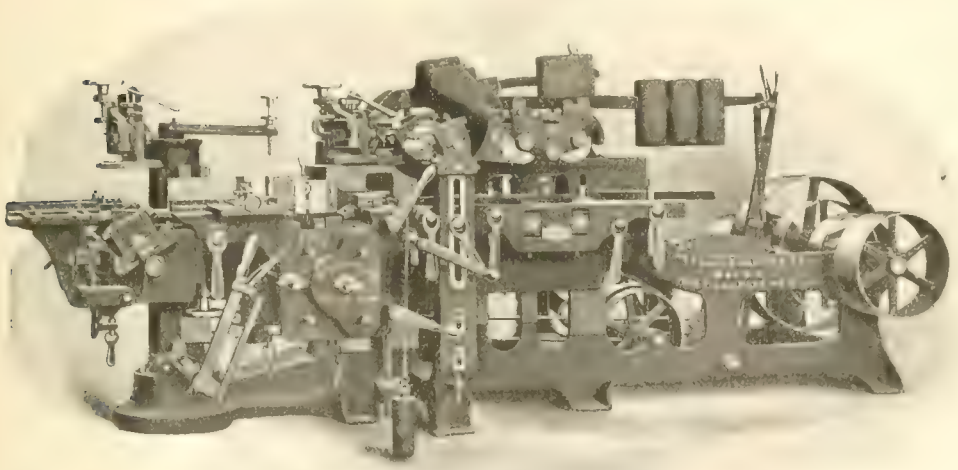
The particular features of the cutter heads which commend them above similar cutter heads are that the top head has a lateral adjustment and the bottom head vertical and lateral adjustment, the distance between the top and bottom heads being less than in the old style machine. This enables the working of short stock and lessens the travel of material under high pressure. The side heads rise and descend with the table and can be adjusted latterly, vertically and at angles. The side heads are equipped with the Hermance patent "double-quick" adjusting device, which enables their being moved across the machine at double the speed of any other make.

Another feature to be found only in this machine are the V-shaped bars, cast solid with the table, upon which the side head-stocks are mounted. These bars are planed true and the adjustable blocks that carry the side head-stocks are accurately planed to fit. As the boxes are drawn against the V-shaped bars, acting on the principle of a wedge, the side head-stocks are absolutely rigid and do as smooth work as the top head.

The "wide open" feature of this unusual moulder is an arrangement whereby the machine can be so changed as to give free access to all heads for sharpening or adjusting knives, in less than a minute. As a further convenience, the arrangement of chip breakers is such as to provide the greatest possible efficiency.

Sectional pressure bars are placed in the rear of the top head and over the under head. Pressure shoes are provided with adjustments to conform to all mouldings, and the pressure arms can be swung back to give access to the head. As to the feed, 7 inch and 8 inch machines will run 18 and 30, 29 and 46 lineal feet per minute; for 9, 10, 12 and 14 inch machines the feed is 17-34, 25-52 lineal feet a minute.

Each machine sold is furnished regularly with four steel heads, two plain knives for each head, two extra feed spurs, one extra double-flange feed pulley and all the necessary tools and minor parts.



NEW HERMANCE 1910, DOUBLE QUICK, WIDE OPEN MOULDER

U. S. Exporters Return from Europe

Harry M. Dickson of Norfolk, Va., and Jos. L. Allen of Baltimore, prominent members of the special committee of the National Lumber Export Association which recently made a tour of the principal [illegible] England, Scotland and the Continent, the object being to [illegible] ing. The representations of the Americans were given the closest consideration by the foreign [illegible] the exporting market, and could not have been disposed of at long range. The spirit of the foreigners in making every effort to do away with existing objectionable conditions was highly gratifying to the American contingent, and while perhaps fully satisfactory results will not be immediate, in the end, the committee thinks [illegible] expected to follow the conference. The evident conciliatory position taken by both sides will not fail to have its good effect on the trade at [illegible] outlying a deliberation of the various conferences. He will also point out the conclusions reached in each case and the entire significance [illegible]

"EL CHACO,"—The Argentine Timber Belt

Each of us retains from our childhood lessons in geography a certain association of ideas for the individual countries studied. Thus the mention of the Republica Argentina usually calls to mind the *"Pampas"* or great plains stretching westward from Buenos Aires toward the Andes, and southward into Patagonia—where the important agricultural, cattle, horse and sheep-raising industries are pursued.

But there is another large tract stretching northward to the frontiers of Brazil, Paraguay and Bolivia, which has long been a household word in South America, and which is destined to become known in other parts of the world, once its resources are thoroughly opened up. It is the Argentine *"Chaco"*—the site of the immense trackless forests, rich in valuable hardwoods, a few of which are already beginning to take a prominent place in foreign markets.

It was during the French Exposition of 1889 that the floral wealth of the Republica Argentina was first brought prominently before the world. At that exhibition was shown a collection of wood products which not only proved a source of surprise to foreigners, but even to natives of the country. The assortment of timbers, of dyeing and tanning products, textile raw material, and medicinal plants was considered the first in the exhibition, and awakened a lively industrial and commercial interest in many who saw it.

As the *"Chaco"* or chief zone of the forest riches of the Republica Argentina is in the subtropical region, nature has not favored it with numerous and abundant species which yield soft, light-colored woods; on the contrary, she has been prodigal with those which have a compact, tough fibre and are very hard; the majority are dark brown or red in color. It is remarkable to what advantage these magnificent tropical woods are used in local construction work, in places where foreigners employ only steel or iron; their lasting qualities when exposed to the elements, and particularly when submerged in water, are remarkable.

The varieties best known both locally and in European markets are the *quebrachos*, of which there are two leading varieties—red and light. They fill the place of the American oaks in general work of all kinds, and so large has been the drain upon supplies, particularly by the tanning industry, that the leading newspapers of Buenos Aires are already instituting a campaign recommending greater economy and care in their destruction, and government reservation and superintendency in various sections. That these varieties are becoming an important export item of the country will be shown in a special illustrated article concerning them and other Argentine woods, which will appear in an early issue of the RECORD.

The Argentine Chaco is a port of a much larger territory stretching over some 200,000 square miles, and including a portion of the republics of Bolivia, Paraguay and Brazil, as well as Argentina. It is an immense plain at a height of about 375 feet above sea level.

The Chaco has always been a mysterious, treacherous region, and since it is the source of the large timber supply of the Argentine, about which more than one promotor has indulged in "pipe dreams" which never came true—a little about its physics and history may not come amiss in these days when American interest in our southern neighbors is rapidly awakening.

When the Spaniards first conquered South America they of course cast about for some easy means of communication between their eastern territory—of which Asunción, the capital of Paraguay, was the center—and their possessions in the West, which had Lima, Peru, as their metropolis. To cross the great plain, or Chaco, seemed an easy route, since overland travel appeared quite possible, and in addition two large rivers



SLEEPERS OF QUEBRACHO TIMBER



VIRGIN FOREST AND JUNGLE IN CHACO



UNLOADING AT BUENOS AIRES



QUEBRACHO READY FOR SHIPMENT TO BUENOS AIRES

cut their way through it. But their hopes were frustrated completely, for savage Indians, wild beasts and poisonous reptiles meted out a sorry fate to the intrepid explorers, while the rivers proved as treacherous as the inhabitants of the plains. Eventually a long, round-about route had to be adopted, and communication was finally established between the East and West, down on the banks of the Paraná river, in the province of Santa Fé, Argentina.

There is no part of the earth so dangerous or inhospitable but has the power to attract many an adventurous spirit who dreams of its conquest and the possible discovery of hidden treasures as the reward of his prowess. The first Europeans to give up their lives as sacrifices to the mysteries of the Chaco and the shifting Pilcomayo river were Jesuit priests, who have ever been pioneers, and undaunted in the discharge of their mission. After the founding of Asunción, they plunged westward into the trackless forests lying toward Peru—but none returned to relate the story of their sufferings and end.

For these reasons it will be readily understood why the Argentine Chaco has been practically an abandoned region for so many years. Only of late, since the government has commenced to open up certain lines of railroad which penetrate this territory and extend along the frontier, has the exploitation of its resources come into serious consideration as a practical proposition. Further, several lumber companies now operating in this section are laying roads connecting their operations with the nearest rivers, by which the timber is transported down to civilization. Only one of the hardwoods can be handled by means of timber rafts, viz: the *cedro* (cedar), the rest being far too hard and heavy to float down stream. The Pilcomayo river is still almost an unknown quantity, but the Bermejo is navigable—though with difficulty, through its whole course; it empties into the Paraguay river, which with the Paramá is also navigable.

The climate of this section is warm and damp during the rainy season, or summer, and dry during the short winter, when the thermometer does not fall below 3 degrees Centigrade; in summer it does not rise above 40 degrees. The mean annual rainfall is about 1,590 meters.

The area of the Argentine Chaco is about 195,893 square kilometres, and its population some 35,000. The native inhabitants are Indians descended from the original *Guarani* race of central South America, and they still retain in large part their old customs and peculiarities. The *Toba* tribe are the most numerous, and constitute the greater part of the workers at the sugar plantations and lumber operations. But they, with the *Mataco*s, also furnish many bands of marauders which are continually attacking white settlements. These tribes are nomadic to a considerable extent, appearing for employment at certain seasons of the year—then returning to the interior, or seeking other work elsewhere.

Another element of Chaco population to which many so-called depredations of the Indians are attributed, consists of social outcasts from all parts of the world, who from political reasons, or for fear of police pursuit, try to hide themselves completely from all contact with civilization. They live by their wits, intermarry and mingle with the tribes on equal terms, incite them to lawless acts, and are a source of great annoyance and danger to those who brave the difficulties of the Chaco in the attempt to carry out some legitimate business enterprise.

Thus it will be readily seen what obstacles in the way of securing not only skilled, but merely steady and dependable labor, lie in the way of lumbermen, cotton and tobacco planters, and others who see fortunes within their grasp if they could but solve this most difficult problem. Some of the accom-



LUMBER JACKS AT BREAKFAST



A TYPICAL LUMBER CAMP



A TIMBER ASSEMBLING YARD IN THE CHACO



THE SAMUHU, A PECULIAR TYPE OF TREE

paying it. Statistics show the type of labor and manner of living in vogue throughout this section. Nevertheless, along the shores of the rivers, settlements are springing up in which white men of all countries are inaugurating paying enterprises. As much of the Chaco is inundated during the summer season, the places desirable for forming colonies are very few, but the great open spaces between forests are well fitted for stock raising and cultivation. But the chief wealth is, of course, the timber, and the variety of shrubs and trees is marvelous.

A. E. GORDON.

Ginseng and Its Market

The diminutive ginseng, while not exactly what could be termed a forest product, is undoubtedly of more or less interest to the hardwood lumberman of the North and the South, growing as it does in the timber lands of Kentucky, Tennessee and North Carolina in the South, and in the northern states of Minnesota and Wisconsin. There is nothing about this herb which under ordinary circumstances would indicate that it is any more valuable than the surrounding vegetation, but nevertheless it has brought considerable wealth to the mountaineers of the South and to the exporters as well as to the Chinese merchants who are chiefly responsible for its distribution.

The shrub, for such it really is, grows in cool, moist woodlands, mostly in the mountainous countries of those southern states mentioned and also in the woods of the northern hardwood section. It grows close to the ground and can be identified by its compound leaves, which are divided into five long-stalked leaflets. There are numerous species which are closely allied, but the true ginseng is botanically known as *aralia quinquefolia*, which always has five leaflets. Its greenish white flower appears in July, and its berry-like fruit in the fall. The roots of this plant are perennial and are large, spindle-shaped and often forked. From the root, a stem about a foot high supports the leaves, and the root, stem and bark serve as an easy mark of identification on account of their aromatic taste.

The Chinese market, which comprises the entire field of consumption for this herb, as American physicians attribute little value to it, is unusually good at present. There is a vigorous demand for some grades of the American species and high prices prevail. There has been a steady increase in the export for several years, and in 1909 the total shipment into China aggregated 404,801 pounds, which at an average price of $2.70 per pound, cost over a million dollars. The average price is extremely variable, going as high as $3.92 in 1907. However, these figures are based on customs reports, which, though based on market prices, are not the actual market prices obtaining at that time. They do not indicate, either, the entire consumption in the Chinese empire.



LEAF OF GINSENG

The city of Hongkong is the main distributing center for ginseng, and from here are sent out consignments of the herb, not only to every point in China, but all over the world where Chinese are to be found. Adding this foreign reconsignment to the home consumption, the average annual consumption of ginseng has been 330,000 pounds at an average price of $2.75.

The various species of the genera aralia, which are of commercial importance, are widely divergent as to values. The size and shape of the root and its preparation to the market are also active factors in determining its ultimate worth. As an illustration, in 1908 the 278,000 pounds imported were valued at $2.11 each, while some 18,000 pounds which was re-exported were worth $8.73.

Illustrative of the profit in the sale of ginseng, an Anglo-American firm states that good qualities of the root from Wisconsin, Minnesota or Iowa, where the best species grow, could be sold at a price which, after allowing for all discounts and charges, should net the shipper a return of about $7.12 a pound.

There seems to be an organization of Chinese dealers at present who control the business from that country, but several foreign commission firms are ready to handle shipments of American ginseng on commission, thus making it highly probably that better prices will prevail in the near future.

New Hardwood Lumber Company

A new concern to enter the hardwood lumber business at Bristol, Tenn., is the Bristol Hardwood Company. Its incorporators are George E. Davis of George E. Davis & Co., A. W. Troth and A. W. Kent of Philadelphia. The company will go a general manufacturing and wholesale lumber business. Mr. Davis is an experienced lumberman, and well known to the Bristol fraternity.

WOODEN AND FIBER BOXES

By H. S. SACKETT, U. S. Forest Service

At the semi-annual meeting of the National Association of Box Manufacturers held in Rochester, N. Y., in August, 1910, H. S. Sackett, chief, Office of Wood Utilization, United States Forest Service, gave an address on "The Extent and Growth of the Fiber Box Industry." At the time this talk was given, the Office of Wood Utilization had not completed fully the investigation of this industry, and Mr. Sackett was compelled to promise the members of the association the statistical information concerning it at a later date. After the compilation of these statistics, it was decided to make a further detailed investigation of both the fiber and wooden box industries. This work was done by H. Maxwell of the Office of Wood Utilization. The two reports have been combined, and are herewith presented through the courtesy of Thomas McCulloch, manager of the National Association of Box Manufacturers.

Wooden and Fiber Boxes

Nearly all shipping boxes are of wood or of fiber. The two kinds come in keen competition in some lines, in other lines each is fairly secure in its own field. Very large boxes are not made of fiber, nor those that must be extra strong. Lumber as it comes from the sawmill or the planing mill is the material of which the wooden box is made, but the fiber box is of pulp, pressed into boards of suitable thickness and strength. The pulp may be composed of two or more of several fibrous materials. The wooden box long ago reached all the important markets of the world as a container of merchandise, but the fiber box is not so extensively employed, nor has it been so long in common use. The making of containers of fiber, of sufficient strength to serve as the outside cases in freight shipments, is an important industry of very recent growth. At first, there was little competition between fiber and wood. Such boxes as were made of fiber were small and not strong, and when shipped by freight, were usually packed in cases of wood. Lately, however, the fiber box has claimed a place on an equal footing with wood, and has received the same freight rates that are accorded wooden boxes. The fiber container, however, is subject to strict regulations as to size and strength, while the wooden box is not. For that reason the fiber box that carries freight must be comparatively small. In spite of this, and because of its cheapness and certain other advantages claimed for it, the fiber box has become an important factor in commerce, and has apparently gained a place from which it will never recede. On the other hand, the wooden box has a field in which at present the fiber box is not a competitor, and there is no indication that it will soon become so. The competition between the two, though it is alert and vigorous, is confined to rather narrow limits.

Historical Review of the Wooden Box

Until recent years the demand for wooden boxes was comparatively small, though widespread. It grew with the increase of trade, and with the building of railroads which carried the manufactures from the centers to all the outlying territory. At first, lumber was so plentiful and cheap that box makers, like nearly all other people, demanded high grades, and ignored inferior stuff. Waste at the mill and in the woods was given little consideration. There was supposed to be enough of the good grades for all purposes [illegible] boxes in New England were made of white pine of a grade since pattern makers and such factories would now be glad to get, as many factories insisted on a grade of yellow poplar good enough for carriage panels and car finish. Clear sycamore, often quarter-sawed, was demanded for plug tobacco boxes, and starch was shipped in boxes of basswood clear enough and soft enough to meet the demands of pyrography.

That situation could not last always. The constantly lessening forest area and the ever increasing demand for lumber raised the cost of the grades which the box maker had formerly demanded, and he was forced to take lower grades and substitute other kinds. His demands increased as boxes come into wider use, and year by year circumstances forced lower and cheaper grades of lumber upon him. The box factory became the market for what the sawmill had left after it had supplied its other customers. That is the situation today. Millions of feet of lumber yearly go to the box maker as a last resort. He can use it, but the furniture factory, the boat builder, the musical instrument maker, and similar industries cannot. If it is not used for boxes it will be left in the woods or at the mills to rot. Formerly few kinds of wood were accepted at the box factories; now nearly everything goes. This cannot be better illustrated than by presenting a list of woods, and their amounts, bought by the box factories in the state of Illinois in 1909:

Box Lumber Used in Illinois, 1909

Species	*Board Feet*
White pine (*Pinus strobus*)	105,138,000
Red gum (*Liquidambar styraciflua*)	50,774,000
Cottonwood (*Populus deltoides*)	38,807,000
Hemlock (*Tsuga canadensis*)	34,477,000
Sweet birch (*Betula lenta*)	20,146,000
Paper birch (*Betula papyrifera*)	19,312,000
Silver maple (*Acer saccharinum*)	15,234,000
Shortleaf pine (*Pinus echinata*)	13,740,000
Longleaf pine (*Pinus palustris*)	13,405,000
Sugar maple (*Acer saccharum*)	12,565,000
Basswood (*Tilia americana*)	12,212,000
Yellow poplar (*Liriodendron tulipifera*)	10,821,000
White elm (*Ulmus americana*)	6,124,000
Slippery elm (*Ulmus pubescens*)	5,000,000
Beech (*Fagus atropunicea*)	3,493,000
Tupelo (*Nyssa aquatica*)	2,750,000
Balm of Gilead (*Populus balsamifera*)	2,475,000
White ash (*Praximus americana*)	1,200,000
Cypress (*Taxodium distichum*)	910,000
Red cedar (*Juniperus virginiana*)	875,000
Black ash (*Praximus nigra*)	635,000
Sycamore (*Platanus occidentalis*)	400,000
Black spruce (*Picea mariana*)	363,000
Red oak (*Quercus rubra*)	250,000
Chestnut (*Castanea dentata*)	200,000
Red pine (*Pinus resinosa*)	150,000
Northern white cedar (*Thuja occidentalis*)	100,000
Tamarack (*Larix laricina*)	75,000
Loblolly pine (*Pinus taeda*)	64,000
Black willow (*Salix nigra*)	30,000
Total	372,025,000

The Fiber Box

It is not improbable that the fiber box is as old as the box of wood, and history does not record the first use of either. While the ancient Egyptians, with rude gimlets, rubbing stones, and clumsy tools of other kinds, were making coffins of hewed logs or joined boards and staves of Lebanon cedar and sycamore, they were also making coffins of woven and intertwined reeds, grasses and leaves. Both were crude prototypes of the modern box. The container made of fiber first reduced to pulp dates from the invention of paper. A century or two centuries ago the most common and the principal form was the old-fashioned bandbox, a commodity made necessary by the fashion of wearing enormous collars—for the bandbox was originally a collar box, and not a receptacle for hats, as it became later. It was, to some extent, a sign of luxury and wealth, for the travelers who possessed finery carried the articles in bandboxes; and writers of fact and the novelists of a century or three-quarters of a century ago seldom failed to speak of that species of baggage while describing travel by stage coaches before the days of railroads. Such boxes were generally of pasteboard, made largely of straw, or some material other than wood pulp.

Fiber boxes of that kind entered little or not at all into competition with the wooden boxes. They had their own field, and the wooden box had its, and the two kinds continued until a few years ago to go their separate ways without any business rivalry. The fiber box grew enormously in usefulness as industries developed which demanded a light container. The old country store sold sugar and "tied it up" in brown paper; sold starch, soap, shoe-pegs, sulphur, coffee, nails and foods in the same way, and the clumsy packages were received by the purchaser without protest, because nothing better was known. But the manufacturers whose commodities were to be sold in parcels learned that an attractive, convenient container was half the sale, and the fiber carton or small box came into use for coffee, tacks, sugar, starch, shoes, collars and thousands of commodities which formerly had gone in bulk to the retailer and were by him wrapped and tied as the sales were made. The sudden increase in the manufacture of thread on spools that came with the invention of the sewing machine, and the rapid growth of the custom-made shoe industry, which replaced the old, time-worn custom of each neighborhood making its own shoes, led to great demand for fiber boxes. Later followed the much greater demand when foodstuffs, such as cereals, dried fruits and confectionery sought markets in cartons neatly sealed and handsomely lithographed. However, up to that stage, the fiber box was not a competitor with the larger and stronger box made of lumber. The cartons were shipped in wooden cases and boxes, thereby increasing instead of diminishing the demand for such. But the constantly widening demand for the two classes of boxes was soon to reach a point where business rivalry was inevitable. Two influences, acting in opposite directions, hastened that result. On the one hand, the cost of good lumber had increased because of lessening supply, and the wooden box cost more; on the other hand, the discovery had been made that a fiber box could be had strong enough to take the place of wood, and cheaper.

Rivalry for Trade

The rivalry for trade between the makers of the two classes of boxes is keen and widespread. Each seeks business in the same field, for the line of separation which formerly gave each its share is recognized no longer. In one respect the contest is peculiar, and unusual, in that it is conducted by each side upon the claim that it is carrying out the principles of conservation by using material which would otherwise be wasted. The specific contention of the makers of wooden boxes is that enormous quantities of low grade lumber are demanded for such boxes, and if not used in

that way, can not be used at all. One-fifth or one-sixth of all the sawmill output of the United States is made into boxes. It is the low grade stuff, the cheap lumber, that remains when the good grades have been culled out. The lumbermen are in sympathy with the box maker, because through him the only market for the cheap stuff is reached. Anything that cuts down the sale of wooden boxes leaves that much unsalable lumber on the millman's hands. The lack of statistics upon the subject has been the cause of misunderstanding. Lumbermen were led to believe that the fiber box had taken 40 per cent of the box trade, and it was believed by many that the chief material in the fiber box manufacture was high grade wood pulp. That belief has been made the basis of argument against the fiber box on the sole ground that its manufacture is inimical to the cause of conservation. It was pointed out that it was using good timber for pulp, while the low grades were left to rot at the mills because the makers of wooden boxes could no longer buy as much as formerly. The conclusion reached by that line of argument was that, inasmuch as the wooden box made use of low grades that would otherwise go to waste, while the fiber box drew supplies from high-grade timber, which was valuable in paper making, the wooden box deserved the business. The fiber box manufacturers denied the allegations in whole or in part, and insisted that their raw material was chiefly such as would be wasted if they did not use it, and they claimed for their industry as complete accord with the principles of conservation as their competitors claimed for theirs.

Statistics of Manufacture

The Forest Service recently entered upon the collection of statistics showing the extent of the fiber box business. It already had much data relating to the wooden box, but information concerning the number of fiber boxes made and the material entering into their composition was meager.

The wooden box manufacturers bought 6,500,000,000 feet of lumber in 1907, and that figure has generally been taken as a basis for calculating the falling off since in the box trade. In the fall of 1910 the Forest Service completed a study of the wooden box industry in six states. The study had continued considerably more than a year, and the data collected were not all for exactly the same period, but were approximately contemporaneous. The states were Massachusetts, Maryland, North Carolina, Kentucky, Illinois and Wisconsin—one Eastern, one Middle, two Southern, one Lake state, and one of the Middle West. They were believed to represent fairly well the average trade and business conditions of the country. A canvass by mail of all the wooden box makers in the state was supplemented by personal visits to such as failed to furnish satisfactory information. The statistics collected as a result of this canvass are believed to be approximately complete and correct. The total quantity of lumber manufactured into boxes in the states named, during the year preceding, was 1,137,137,000 feet, board measure. That is equivalent to about 63 feet per capita for the states named. If that per capita holds for the whole country—and there is no apparent reason why it should not do so—the total annual demand for box lumber is about 5,418,000,000 feet. That is a falling off slightly in excess of one billion feet from the estimate by the box makers in 1907, which was a year of large output.

For the purpose of ascertaining the status of the fiber box industry, inquiries, accompanied by reply cards, were sent to 237 manufacturers in the United States who were supposed to be making boxes and containers of various kinds that compete with the wooden box. It turned out that a majority were not making such commodities. Thirty-seven reported that they made fiber board but not boxes, thirty-four that they made boxes but not board, and a few made both boards and boxes. The making of the fiber board and the manufacture of boxes from the board are separate industries, just as the mill that saws lumber and the factory which makes the boxes are distinct. The fiber board is the product of a paper mill, but the mill does not necessarily complete the board ready for the box makers. In fact, it usually does not do so. Its process ends when it has turned out a material of the required thickness and strength. The box factory takes the rolls of paper, and with its own machinery glues together a sufficient number of the sheets of paper to produce a board of necessary thickness. The board is then cut in proper patterns, and passing through other machines, is made into boxes. What is stated in this connection refers solely to fiber boxes of size and strength fitting them to compete with wood, and not to that large number of smaller and weaker boxes made of paper, and which are in no sense competitors of the wooden box for shipping merchandise.

Specifications of Fiber Boxes

Boxes which carry merchandise from the producer to the consumer must possess sufficient strength to witnstand the rough usage incident to freight shipments on railroads, boats, wagons, and occasionally by horseback over mountain trails. The size of fiber boxes, the thickness of the board of which they are made, the maximum weight of each box when filled for shipment, and the minimum strength of the board, are governed by rules which railroads and some other common carriers rigidly enforce. Three thicknesses of board are specified, 60, 80 and 100 points—that is, 60, 80 and 100 one-thousandths of an inch in thickness, respectively. As there are three recognized thicknesses for the board, there are three sizes of boxes, and a size is designated by adding the three dimensions—length, breadth and depth. The 60 point board must not be made into a box whose three dimensions exceed 65 inches, and its weight, when filled, must not exceed 40 pounds. The 80 point board is for a box whose three dimensions shall not exceed 70 inches, and the 100 point board makes a box of 75 inches dimensions, and its weight when filled for shipment is limited to 90 pounds. The strength of the board is subject to strict regulations, and boxes not up to the standard for strength are not accepted for shipment by railroads. Larger fiber boxes or containers are occasionally carried by express companies that do not insist on the enforcement of the foregoing regulations. Railroads accept fiber boxes of a shipping weight up to 200 pounds, if the corners are properly reinforced with wood or metal.

Composition of Fiber Board

The term fiber board is not understood alike by all persons. Some would distinguish between strawboard, jute board, chipboard and pulp board. The distinction is not essential in the present case. As the term is here intended to be understood, fiber board for boxes is made principally of four materials, but not necessarily or usually all in the same board. Of the total material reported in this investigation, 57 per cent was chip, 22 straw, 16 wood pulp and five was jute. Chip consists of old papers, low grade or refuse material from pulp mills, and screenings, and waste of other kinds, repulped and used again. The straw is the ordinary farm product. The jute consists of old rope and bagging. The 16 per cent wood pulp comes directly from the forest, and while some of it is of low grade, a portion at least must be of good quality to act as a binding material and give the board the required strength. Much of the best grade wood pulp employed in this industry is imported from Norway and Sweden. Until recently no mills in this country made the kind of pulp required for this purpose, but such mills are now being equipped here.

It thus appears that, except the small quantity of good wood pulp, the fiber board is made almost wholly of waste material. At least half of it is old newspapers, screenings, wrapping papers, paper boxes and material of that kind. The rope and bagging are no less a product of the waste heap. The increased price paid for old papers since fiber board boxes stimulated the demand has resulted in drawing supplies from small towns and rural communities where formerly no one went to the trouble to collect such material, as well as in encouraging the diligence of scavengers who search the alleys, ash cans and public garbage dumps in cities. It is a fact, brought out by investigation, that New Orleans is shipping the contents of its waste basket to Chicago for the fiber board industry. Such a thing was impossible a few years ago. The same material is pulped again and again. The old papers become boxes, are filled with merchandise, go to the towns, are thrown into the waste barrel, and are collected and sent back to the mills to be made over. An examination of the bales of stuff arriving at a fiber board mill shows that a large part of it consists of fiber boxes, broken and torn, that were through the mill before.

The price of old papers when they reach the mills ranges from $8 to $15 a ton. The average in Chicago, which draws supplies from hundreds of miles on all sides, is about $12 a ton. It is claimed that the cheapest pulp made from wood by present methods can not compete with old papers and other waste at that price in the making of fiber board; but if such material should advance in price to about $17 a ton, wood pulp, at present prices, would drive it from the fiber board mills.

Extent of Fiber Box Industry

The manufacturers of fiber boxes use approximately 116,000 tons of board a year. On the basis of 60 point board, this is equivalent to 920,000,000 square feet of surface; on the 80 point basis it amounts to 748,000,000 feet; and if the basis is 100 point, the surface measure is 579,000,000 feet. If it is assumed that, foot for foot of surface, the fiber board and the lumber will make the same number of boxes, a basis of comparison is found for the two materials in box making. Of the total quantity of boxes of both kinds made, 85.5 per cent were wood, and 14.5 fiber, if all the fiber board were 60 point. If all were 80 point, the percentage of boxes would be 87.9 wood and 12.1 fiber; and if the fiber board were 100 point, the percentages would be 90.3 wood and 9.7 fiber. If the three thicknesses of fiber board, 60, 80 and 100 point, were used in equal amounts, the percentages of boxes would be 87.9 wood and 12.1 fiber.

The foregoing percentages are based on the use of 6,500,000,000 feet of box lumber, and the assumption that it was all 1 inch thick and was used in that form for boxes. Board measure is based on a thickness of 1 inch. As a fact, only large and strong boxes are made of 1 inch lumber, the others are of thinner material, down to a quarter of an inch or less. A thickness of ¾ inch for all the boxes made would be above rather than below the average. Assuming a ¾ inch thickness for the entire quantity of box lumber used in the United States, the 5,418,000,000 feet board measure become 7,224,000,000 feet surface measure. Calculated on that basis, 88.7 per cent of all the boxes were wood, and 11.3 fiber, if 60 point fiber board were used; but if 80 point were used, the percentages become 90.6 for wood and 9.4 for fiber; while if all fiber board were 100 point, the percentages would be 92.3 for wood and 7.7 for fiber. If the three thicknesses of fiber board were used in equal quantities, the general average becomes 90.6 per

cent for wooden boxes and 9.4 per cent for fiber.

All fiber board does not compete with wood in box making. Data collected during this investigation showed that while 116,000 tons were made into box boards, 314,000 tons were intended for other purposes. Book binders demand large quantities for backs of ledgers, blankbooks, edition work, check books and tablet backs, while printers use much in card and sign printing, builders for lining and roofing papers, and the makers of small, light cartons and boxes use large quantities.

SHIPMENTS IN FIBER BOXES

Railroads accept for shipment by freight any commodity packed in fiber boxes, if they will accept it packed in wood, provided the regulation sizes and weights are not exceeded. No such regulation is insisted upon for wooden boxes. The makers of fiber containers claim that contents are as well protected as in wood, so far as breakage is concerned, and point to the long and varied list of commodities that go to market in fiber containers. Among such are lamps, globes, dishes, glassware, including jars and bottles; light hardware and tinware, electrical apparatus, dry paints, novelties, toys, clothing, shoes, millinery supplies, books, stationery, and foodstuffs of almost all kinds, including especially crackers, biscuits, dried fruits and confectionery. A claim put forth by fiber box makers, and insisted upon as of great importance, is that articles of food shipped in fiber absorb no taste or odor from the box.

The wooden and the fiber box each has a field which it will, apparently, be able to hold against the others; but there is another field where competition between them is keen. When the article to be shipped is heavy, and the container must be of large size, a strong wooden box is necessary. Truck gardeners, and provision markets which ship wet or damp commodities, do not make much use of fiber containers. In the rivalry for business between the makers of the two kinds of boxes, each has not hesitated to point out the advantages of his own and the alleged disadvantages in his rival's wares. A summary of these, from the viewpoint of each, may be given. The maker of the wooden box maintains that his is more economical because it may be used again and again, and when beyond further use as a box, it still has some value as short lumber, or kindling wood. The maker of the fiber box answers by pointing to the fact that his product may be repulped and remade as often as it comes back to the mill. The manufacturer of the wooden box insists that his can be more cheaply handled, because it may be grappled with hooks, and can resist hard knocks which tear or crush the fiber container. The maker of the latter admits that it must not be handled with hooks, and that violent falls or bumps may stove it in; but he has at his disposal figures from transportation companies, and wholesale merchants, showing that fiber boxes, because of their lightness and regular sizes, may be handled at less cost than wooden boxes. He does not admit, however, that a box made of wood can be depended upon to sustain a fall with less injury than a fiber box, and points to instances when the wooden box has split open and the fiber box has remained unbroken, when both were submitted to similar usage. When boxes are piled high, and the lower tiers by accident become wet, as in case of flood, the fiber containers will crush and let the upper tiers down; but boxes of wood will continue to sustain the weight, and only the contents of the lower boxes will be damaged. The manufacturers of fiber boxes maintain that fewer thefts occur from their containers in transit and in warehouses than from wooden cases, because theirs are sealed and can not be opened and closed again without leaving the thief's mark, while a board may be pried from a wooden box and nailed again and the theft will remain undiscovered until the box reaches its destination. The wooden box maker, as an offset to this, asserts that the fiber container suffers as much damage and loss from rats, which easily gnaw into it, as the wooden package suffers from thieves who pry boards off and nail them on again.

SUMMARY

1. It is impossible to compare the cost of fiber and wooden boxes, except in the most general way, because all fiber boxes do not cost alike nor do all wooden. The average cost of those of fiber is considerably under those of wood, 10 per cent or more in most cases. The maker of wooden boxes admits that the cheapness of fiber is the most stubborn factor in the competition, and declares that it has done more than anything else to advance the fiber box to its present place.

2. Statistics indicate that of the whole quantity of boxes made in the United States —based on the surface measure of the material of which they are made—approximately 90.6 per cent are wood and 9.4 per cent fiber. A comparison of the amount of lumber reported for boxes by the box manufacturers in 1907 for the whole country, and the quantity calculated two years later after a careful canvass of six states, indicates that the wooden box is not quite holding its ground. This conclusion, however, is true only if the six states, Massachusetts, Maryland, North Carolina, Kentucky, Illinois and Wisconsin—containing about one-fifth of the whole population, show the correct average pro rata use of box lumber for the whole country, and if the estimate of box lumber in 1907 was correct.

3. Competition between wood and fiber for box material is active for rather small boxes only, and for those where extra strength is not demanded. Those of large size, or for very heavy articles, are of wood, except in a few instances where reinforced fiber is used.

4. Fiber board may shed water well for a time, but it can not stand as much as wood, and when boxes are liable to a penetrating dampness, wood is the better material. This is particularly true when the lower tier is subject to the weight of those piled above.

5. When food products are packed in boxes it is often of importance that no odor or taste be absorbed from the container. Some woods meet that requirement, while others do not, but fiber boxes are unobjectionable.

6. Theft from boxes in transit is said to be more frequent for wooden boxes than for fiber, but the gnawing by rats in warehouses is much more injurious when the latter boxes are used.

7. Both wooden and fiber boxes are made largely of waste material, the former of low grade lumber for which there is small demand elsewhere, and the latter from old papers, straw, rope and screenings, which otherwise would have small sale. A little excellent wood pulp goes into fiber boxes and some high-grade lumber is used in making boxes of wood.

8. The wooden box may be used several times and at last be converted into kindling wood. The fiber boxes are repulped again and again to be made each time into new containers.

9. The prospect is good that material for the making of both kinds of boxes will be adequate to meet the demand for many years to come. High-grade lumber may run short when forests have been culled to meet trade requirements, but boxes are not made of that kind of lumber, but of the poorer sorts which are now plentiful and promise to remain so. The situation in Massachusetts is an instructive example of how the demand for box lumber is met in a state whose primeval forests were cut long ago. In that state a total of 351,000,000 feet of box lumber is required yearly, and white pine supplies 263,000,000 feet of it. Practically every tree of this is second growth—that is, young trees which have grown since the old forests were cut. There is no reason to suppose that the annual cut of white pine in Massachusetts will ever be any smaller than it is now, and it will all come from woodlots and forests of second growth that are cared for and protected. Trees need not be left to grow large before they are good for box lumber. Other states may do as well as Massachusetts in this respect, and may be depended upon to do it, when the demand comes. A few Mississippi Valley states, by putting their waste land to that purpose, could grow enough cottonwood to supply the United States with boxes.

The makers of fiber boxes are in no more peril of shortage in raw material. There is no want now, and the harvest of old papers, jute, screenings, straw and similar commodities promises future abundance. A promising field for enormous increase in supplies for this industry has not yet been drawn upon. It may be had by pulping the wood wasted at sawmills and in the forests—waste that is not now used for anything. It is not believed that any mechanical obstacles lie in the way, the chief difficulty being the fact that such waste is scattered, and the cost of collecting it must be considerable. There are enormous quantities of fiber plants that are available as soon as the demand comes, and the price will justify manufacture. Among such are cornstalks, coarse reeds, grasses, tules and perhaps cotton stalks and cotton waste.

Hardwood Record Mail Bag

Seeks Quarter-Sawed Ash

New York, Dec. 2.—Editor HARDWOOD RECORD: Will you kindly furnish us with the names of manufacturers who are prepared to supply quarter-sawed ash [illegible] Oblige

[illegible]

COMPANY.

The above communication is from a leading New York jobbing house, and it has been supplied with the names of several ash producers. If anyone, making a specialty of quarter-sawed ash is interested in this company's requirements, will advise, the RECORD will be very glad to supply [illegible]—Editor.

Seeks White Maple Parquetry Flooring Strips

Amsterdam, Nov. 21.—Editor HARDWOOD RECORD: Can [illegible] the name of a reliable shipper of white maple parquetry flooring strips 2" wide, 9/16" [illegible] thick, planed [illegible] grooved ready for laying and with [illegible] We require 20,000 square feet for prompt shipment. [illegible] Kotter-dam.

COMPANY.

The above letter is from a leading lumber concern at Amsterdam, and the writer has been supplied with a list of leading maple flooring manufacturers of the country. Any others interested in this inquiry can have the [illegible] on application. Editor.

Wants Tupelo Gum in the Log or Bolt

[illegible], Dec. 1.—Editor HARDWOOD RECORD: Can you give us the address of [illegible] manufacturers who will supply us with tupelo gum in logs or blocks, [illegible] as we [illegible] first want [illegible] the [illegible] hubs?

[illegible] & Co.

The above communication is from a [illegible]

Toronto billiard and pool table manufacturer, [illegible] be interested in the sale of logs or bolts. Anyone wishing the address can have it on application to this office.—Editor.

Seeks Solid Oak and Maple Panels

Indianapolis, Ind., Dec. 1.—Editor HARDWOOD RECORD: We would like the address of some one who could furnish us [illegible] panels out of oak and maple [illegible] veneer people make up in five-ply.

——————Co.

The author of the above letter is a leading school supply company and it has been furnished with a list of several panel people who might be induced to build solid panels. Any others who would be interested in this prospective order can have the address on application.—Editor.

Returned Perforated

The RECORD is in receipt of a letter from J. V. Hamilton, the well-known black walnut factor of Ft. Scott, Kan., which is accompanied by a badly disfigured copy of HARDWOOD RECORD. In explanation Mr. Hamilton says that on a recent trip to Mexico he took with him some copies of the RECORD. On camping in a palm-thatched hut which constituted his abode for some time his baggage was unpacked for airing and the shack lacking such objects as furniture and wardrobe hooks, his clothing was hung on nails or stubs of an occasional limb left jutting from the posts of the structure. The RECORDS in question were placed on the floor for a few days and when Mr. Hamilton had occasion to read them he was surprised to see that the white ants had come up out of the ground and were ravenously devouring them. Mr. Hamilton thinks that even the white ants of Mexico know a good thing when they come in contact with it.

He states that this particular variety of Mexican white ants are without eyes and hence totally blind. The entire country seems to be alive with these insects, of which there are many species, one of which builds its nests on the limbs of trees twenty or thirty feet from the ground, and he has seen instances where good sized trees had been broken off by the great weight of their huge habitants.

Concerning the recent disturbance in Mexico, Mr. Hamilton says that he is now a refugee from that country and was treated rather better than civilly. He saw no instances of great discontent among the people. However, his visits were confined to the extreme southern part of the republic. He thinks the fight is entirely a local one and that Americans having timber interests there will be in no wise seriously injured, but that American mining interests in the northern part of the republic, which are so great, will very likely suffer somewhat.

Wants to Market Hickory Logs

An agricultural implement concern at Harriman, Tenn., whose address will be furnished on application, advises that the outlook for the woodworking end of its business in plow handles and beams is especially encouraging; that the demand is active and the prices seem to be stiffening somewhat. This company further writes: "We find that we have a surplus of hickory on the tract we are just now operating and would be glad to find a market for a few carloads of hickory logs."

Seeks Timber for Feed Rolls

Chicago, Nov. 22.—Editor HARDWOOD RECORD: We have an inquiry from one of our members for other than wagon material. This concern desires to find a wood that will be satisfactory to use in feed rolls in machinery making twine or cordage. The material must be reasonably hard, even and clear as to grain and not susceptible to checking after dry. We have suggested that possibly sycamore or some wood of that character would be the proper thing.

Will you kindly give us a list of your subscribers and others who are cutting sycamore and suggest to us any other wood of similar character which might be used for this purpose? The rolls referred to are from three to four inches in diameter and from twenty to thirty inches long, so would probably desire it cut in squares and do turning themselves after seasoning.

E. W. MCCULLOUGH.

The writer of the above letter is secretary of the National Wagon Manufacturers' Association. Anyone interested in his communication may address him at his office in the American Trust building, Chicago, Ill. It has been suggested to him that, in so far as the observations of the editor go, hard maple is the most satisfactory material for the purposes he specifies.—Editor.

VENEER

VENEER FOR ORGANS

Fifteen or twenty years ago the visitor to the rural homestead was surprised if he did not see across the corner of the parlor a cottage organ, made of walnut, usually, and ornamented with much scroll-work and a bracket or two for the essential lamp and the imposing china figure.

This is not to say that the old-fashioned organ is no longer manufactured, for there are still a few big factories which keep hundreds of employes busy turning out instruments of the old time type. The Estey factory, at Brattleboro, Vt., known as "the father of them all," is still a big producer, while at Washington, N. J., there are two factories, those of Cornish & Co., and the Needham Piano & Organ Company, which make the cottage organ a big feature of their "line."

Many of the organs are still consumed in the country, but the manufacturer is driven to the less wealthy districts for his customers. Rural churches used to be large buyers of organs of this kind, but they, too, as a rule, are more ambitious, and now ask for the higher-priced instruments which require manual pumping instead of the modest foot-bellows of the original instrument. Finding their market restricted in this country, some of the larger organ makers are now going abroad, and it is said that one of the largest has built up a big business in South Africa. South America and Central America also afford a fine potential field for the cheap organ, which is satisfactory in the absence of competing instruments, and which sells for a reasonable sum, not more than $40 or $50.

Reference was made above to the organ-piano. This is a real organ in that the compression and expansion of an air cabinet develops the sound, but it is placed in a piano case and makes a much better appearance. Thousands of these are being sold every year, prices ranging from $100 to $125. They cannot be sold for more than this, because after that figure is passed, they come in competition with the cheaper grades of pianos.

The veneer man is very much interested in watching the changes which time has brought about in this end of the music trade. In the old days, the cottage organ manufacturers were big consumers, because they required a large amount of glued-up stock which was used in making the bellows. Four pieces were required, the foundation board, the division board and two upper pieces. Three-ply stock was specified, and poplar, basswood or cottonwood went into it. The thickness usually demanded was ⅝ or ¾ inch.

Inasmuch as the organs were usually put up in cases of solid oak or walnut, veneers were not needed. Now that the cottage organ is being transformed into the more pretentious organ-piano, however, handsome cases, veneered with quartered oak or mahogany, are the rule, and the veneer man is getting a good volume of business from this direction. Good stock is required, because while the organ man cannot compete with the real piano when the interiors of the instruments are compared, he can at least make as good a showing on the outside. A good many of the manufacturers have the veneer men frame out their cases, making up the panels for them so that the problem of case-making becomes much simpler. The majority, however, buy the veneers and lay them down themselves.

While the piano-organ has become an aristocrat in the matter of the case, and is a considerable adjunct of the veneer trade in that way, it still requires a certain amount of glued-up stock, in spite of the fact that the action of the instrument has been altered so that the large, unwieldy bellows is almost eliminated. The total consumption is not nearly so much, however, as when the old-fashioned cottage organ was in vogue.

The average cottage organ factory consumes 60,000 feet of glued-up stock a year, while the piano-organ factory of the same capacity will require close to a quarter of a million feet of veneers. The amount of business represented by the two is about equal, though in most cases the glued up

business is the more desirable.—Barrel and Box.

* * *

It is reported that a box factory of considerable dimensions will be built by the Georgia Veneer & Fruit Packing Box Company at Brunswick, Ga., the plant having been brought to this city chiefly through the inducements offered it by the Brunswick Advancement Association.

The Veneer Packing Company of Indianapolis, Ind., owing to increased business, has again found it necessary to install new equipment and otherwise increase its manufacturing facilities. The company makes a specialty of quartered oak veneer, matched, jointed and taped to size, but also does considerable work in mahogany, Circassian walnut, etc. Arrangements have been completed whereby Charles McQuewan of Grand Rapids, Mich., will handle the company's line in that city.

The H. Lauter Company recently completed a new four-story addition to its plant in Indianapolis, Ind.

The new factory of the Waldham Piano Company, Milwaukee, Wis., is expected to be completed by January 1. The main building will be three stories high, with basement 375x75 feet. It is stated that the new plant, machinery and equipment will represent an investment of about $100,000.

The Seybold Piano Company, Elgin, Ill., announces that it will erect a three-story addition 52x115 feet to its plant. A new power house and dry-kiln will also be installed. The estimated cost of the improvements is $30,000.

The Asheville Piano Company, Asheville, N. C., recently incorporated with a capital of $50,000, will manufacture the J. W. Davis player, formerly manufactured at Pulaski, Va. Mr. Davis is said to have transferred his patent and sold his machinery to the new company and will superintend the manufacturing department.

* * *

The Moeck & Redmon Basket Manufacturing Company has been organized at Peru, Ind. Machinery will be installed at once and the company will operate a basket factory. The old plant of the Mallman Adding Machine Company will be used for factory purposes and an addition will be built for a sawmill.

* * *

The Southern Veneer Manufacturing Company at Louisville, Ky., now has its new plant in good working order and reports that it is getting out more stock than ever. Business with the company is good and the demand continues strong. The company is having a hard time trying to catch up with orders.

The K. & P. Lumber Company of St. Bernard and Cincinnati, O., has removed its mill and veneer plant from Kentucky to Naples, Tex., where it has taken over an immense tract of lumber, and is operating sawmills and establishing a large lumber producing plant. The company on [illegible] its capital stock from $100,000 to $1,000,000.

The Ohio Veneer Company of Cincinnati, O., of which Fred Bosken is the head, has been receiving a number of veneer logs by rail. The mill cuts all classes of veneers from all kinds of woods. The plant makes sawed and sliced veneers and also manufactures rotary cut veneers and thin lumber.

The Stewart Veneer Company of Hale County, Ala., was recently incorporated with a capital stock of $30,000. Charles L. Hartman, Wm. E. Zielow, John Koch, John F. Habbe, Henry Bassell and Joseph Strat are the incorporators.

Fire recently destroyed the veneer plant of the J. F. Wilts Company, Norfolk, Va. However, John. F. Wilts, general manager of the company, made the announcement that the plant will be rebuilt on a larger scale. New machinery for the plant has been ordered and plans worked out for the enlarging of the old plant. The Wilts factory turns out high-grade veneers which are used in piano and fine furniture work. The factory has been operating at Norfolk for about a year and a half. Orders have been booked ahead to keep it running to its full capacity to next March. Besides the destruction of the plant, $12,000 in finished veneer, packed ready for shipment to a Grand Rapids, Mich., piano company, was also destroyed.

The Roddis Lumber & Veneer Company, one of the largest manufacturing concerns at Marshfield, Wis., is hustling in every direction to get in its next season's stock of logs. Only a few years ago a stock of from two to three million feet was considered big, but this year, to supply the company's increasing trade, it will take five million feet and as much more as the company can buy. It has already contracted for the above amount and will remain in the market until the close of the season. The logs will come from nearby stations and from points north along the lines of the Soo and Omaha Railroads. The plant is one of the largest of its kind in the United States and its product is shipped to every civilized country in the world. Its business is increasing so steadily that it is only a question of time before the factory will have to be enlarged and more especially so if the company will enter into the new lines of manufacture which it is understood are under contemplation.

The veneer business of the Buffalo Hardwood Lumber Company has proven so satisfactory that the company's mill in Arkansas has been equipped with rotary machinery for cutting oak and gum.

* * *

A veneer plant is being erected at Helena, Ark., which will, when completed, employ [illegible] It is proposed to have the plant ready for operation in about seventy-five days. Charles Nelson, previously with the Helena Box & Lumber Company, will be in charge of operations.

Enthusiastic Convention of the Lakes-to-the-Gulf Deep Waterway Association

At the [illegible] annual convention of the Lakes-to-the-Gulf Deep Waterway Association, held in the Coliseum of the First Regiment Armory, St. Louis, November 25 and 26, [illegible] Chicago was selected as the place for the next meeting and went on record as favoring the deep waterway channel from the lakes to the gulf. [illegible] provisions for increasing to twenty-one feet when required. The only evidence of lack of harmony made itself apparent when the committee on resolutions read a paragraph from the report criticising President Taft, Congress and the President Taft's waterways commission. The paragraph was finally omitted and peace restored.

First Vice President Conway of Chicago opened the convention at 10:30 Friday morning, and after a few introductory remarks, introduced President Cavanaugh, who after stating the purpose of the meeting, called upon Archbishop Glennon, who offered the invocation. Mayor Kreisman of St. Louis delivered the address of welcome. This was to have been followed by an address by Governor Hadley, who, however, was unable to attend. After the report of the secretary and treasurer, President Cavanaugh addressed the meeting, stating that the sentiment favoring the deep waterway had experienced a rapid growth in the past four years. He reviewed the work of the association in the past and outlined the future [illegible] the results which would undoubtedly accrue from the adoption of the channel from the lakes to the gulf. At the conclusion of his address the president appointed the members of the resolution, auditing and nominating committees.

Isham Randolph of Chicago, chairman of the Internal Improvement Committee of Illinois, opened the afternoon session by outlining methods for co-operation between Illinois and the United States in opening up a navigable waterway from Lockport to the mouth of the Illinois river. He outlined the history of the fight as carried on by Illinois, and concluded by stating that that state is now ready to turn the project over to the United States. Mr. Randolph's address was followed by a talk by E. H. Halsey, chairman of the River Improvement Committee of the Chicago Real Estate Exchange.

The first address of the Saturday morning session was delivered by L. E. Coolidge of Chicago, chief engineer of the association. He denounced the nine foot channel, contending that it meant practically no advancement, and stated that forty million people could be placed on the land that a fourteen foot channel could conserve, adding more than $50,000,000,000 to the [illegible] Mississippi valley. Mr. Coolidge recommended constructions of dams at Commerce and Jefferson Barracks, Mo., his object in recommending this policy being to equalize the flow of water and generate an immense horsepower which would prove of untold value.

Arthur Hooker of Spokane, secretary of the National Irrigation Congress, said that the proj[illegible] the total area of the country. Following him were heard such speakers as Governor Donaghey of Arkansas and Congressman Rainey.

After luncheon the delegates were entertained by the controversy between representatives from San Francisco and New Orleans as to the special merits of those two points for [illegible] smoker in the evening, at which Hon. O. P. [illegible] an illustrated lecture on the transportation of [illegible]

Annual Baltimore Exchange

The annual meeting of the Baltimore Lumber Exchange was held on December 5 in the rooms of the Merchants' Club, President John L. Alcock in the chair. The meeting proved to be thoroughly enjoyable and profitable.

The business session opened with President Alcock's annual address. Mr. Alcock said that the Exchange is in a prosperous condition and steadily progressing toward a higher degree of usefulness and efficiency. He reviewed some of the matters which had received its attention during the year and pointed out how the Exchange had aided in advancing the welfare of the lumber trade.

Secretary J. H. Manken submitted his yearly report, which showed some gain in membership and decided advances in other directions, while the report of Treasurer George B. Hunting proved the Exchange's financial affairs to be in an excellent state.

The committee on trade relations then gave an outline of what it had done in the way of establishing a better understanding between the several divisions of the trade and of drawing more definite lines as to the legitimate limits for the exercise of the activities of the wholesalers and retailers. This committee has held a number of sessions during the year and has had under consideration various cases where the classification of the buyer appeared to be in doubt, with the result that friction has been allayed and a check imposed upon relentless competition.

After hearing several other reports, officers were elected as follows:

President—John L. Alcock, John L. Alcock & Co.

Vice-President—Theo. Mottu, Theo. Mottu & Co.

Treasurer—George B. Hunting, the N. W. James Lumber Company.

Managing Committee—William M. Burgan; Lewis Dill, Lewis Dill & Co.; Parker D. Dix, the Surry Lumber Company; John H. Geis, John H. Geis & Co.; Edward P. Gill, W. D. Gill & Son; Rufus K. Goodenow, the Canton Box Company; Henry C. Matthews, Thomas Matthews & Son; Ridgaway Merryman; Theodore Mottu; Richard W. Price, Price & Heald; George E. Waters, George E. Waters & Co., and Maurice W. Wiley, the Wiley-Homer Company.

This is a list of the old officers with but one exception—that of Mr. Geis, who was elected in place of George H. Poehlmann. Mr. Poehlmann has extensive interests on



JOHN L. ALCOCK, PRESIDENT

the Pacific coast and is obliged to spend considerable time there, so that he is unable to give attention to the duties of the managing committee.

Business disposed of, the members retired to the dining hall, where an excellent dinner was served, some impromptu addresses being made and other entertainment supplied. The affair was entirely informal, and all the more enjoyable for that reason. About seventy members of the Exchange were present.

J. Gibson MacIlvain then gave an interesting and much appreciated account of his recent trip to the Isthmus of Panama, after which he offered the following resolution, which was at once adopted by the exchange:

Whereas, The Panama canal is gradually approaching completion and will possibly be opened to commerce in 1915, and

Whereas, To take advantage of this great waterway there are practically no American ships, on account of the American merchant marine not having received the proper encouragement from the American government; therefore be it

Resolved, That we urge upon President Taft and upon the next session of Congress the importance of providing a ship subsidy bill, that will encourage the building of an American merchant marine.

F. L. Luckenbach, who made some well received remarks during the meeting, advocated the appointment of a publicity committee for the purpose of showing what Philadelphia is doing as a receiving and distributing point for lumber. After some discussion on the subject, the following committee was appointed by the president: Frederick S. Underhill, Frank L. Luckenbach, Owen M. Bruner, George A. Hawes and Herbert P. Robinson.

News Miscellany

Monthly Philadelphia Exchange

The Lumbermen's Exchange of Philadelphia held its monthly business meeting on December 5, with a large attendance of members. After the usual business, Frederick S. Underhill, chairman of the Transportation and Insurance Committee, reported that the National Wholesale Lumber Dealers' Association, with which his committee had co-operated, had presented the matter of increased minimum weight of cars at water points for shipments and that the railroads have agreed to a change in basis, and the Interstate Commerce Commission authorized the adoption of a new supplement for the following minimums on shipments to water competitive points:

All kinds of lumber, 34,000 pounds. Timber, lath, shingles, shooks, cross ties, 40,000 pounds. Where cars are loaded to their physical capacity, the actual weight to be charged, but not less than 34,000 pounds.

Mr. Underhill also offered the following resolution which was adopted by the exchange:

Whereas, The constant agitation in Congress of the tariff, and the consequent uncertainty resulting from this agitation, always tends to create an apprehension in manufacturing and commercial circles, and

Whereas, A repetition of the agitation of this subject, similar to that during the last session, would certainly depress trade and lead to a curtailing of product, with the consequent closing of mills in part or in full, bringing disaster upon those who are dependent upon our industrial institutions for their livelihood; therefore be it

Resolved, That we earnestly request the president of the United States, the Honorable William H. Taft, to strongly recommend in his annual message that no action be taken at the coming session on tariff matters excepting on the recommendation of a tariff commission, and upon only one schedule at a time. We earnestly believe that such a course will prevent great loss upon the part of our merchants and manufacturers and be the means of saving many of the industrial operatives from disaster consequent upon a lack of employment.

Meeting Memphis Lumbermen's Club

Two important features marked the regular semi-monthly meeting of the Lumbermen's Club held at the Hotel Gayoso Saturday afternoon, December 2. One was the announcement of candidates on the red and blue tickets for officers and directors for the ensuing year who are to be chosen at the annual election to be held at the Business Men's Club on December 17. The other was the decision of the members of the club, interested in the efforts to prevent the trans-continental railroads from putting into effect the announced advance of 10 cents per hundred pounds on hardwood lumber shipments from Memphis and Mississippi river points to Pacific coast terminals, to employ counsel to appear before the Interstate Commerce Commission when the case comes up for hearing and to invite all of the lumber organizations in the affected territory to co-operate with them, to the end that the right sort of opposition to the advance may be furnished. The meeting attracted the largest attendance of the year, there being sixty-one members and visitors present. President S. C. Major, who recently returned from his bridal trip, occupied the chair.

The candidates on the two tickets are given herewith:

BLUE TICKET

For President, John M. Pritchard, J. M. Pritchard Lumber Company; First Vice-President, F. T. Dooley, Dooley-Stern Lumber Company; Second Vice President, W. B. Morgan, Anderson-Tully Company; Secretary and Treasurer, James R. Blair, Crittenden Lumber Company; Directors (two years), Albert N. Thompson, A. N. Thompson Lumber Company; R. J. Wiggs, R. J. Darnell, Inc., and U. S. Lambert, Nickey & Sons Company.

RED TICKET

For President, James E. Stark, James E. Stark & Co.; First Vice President, L. W. Ford, Goodlander-Robertson Lumber Co.; Second Vice President, P. A. Ryan, Ryan-Stimson Lumber Company; Secretary and Treasurer, James R. Blair; Directors (two years), E. E. Taenzer, Darnell-Taenzer Lumber Company; G. E. Bailey, Taylor & Crate, and J. H. Hines, Barney & Hines.

Following the announcement of the names of the candidates, the latter were called upon to make brief talks and they all responded in happy vein. Each candidate on the red ticket attempted to create the impression that it was merely a waste of time and energy for the candidates on the blue to try to capture any of the offices and the nominees on the blue ticket were equally certain that there would not be a red man elected in the final show down. It is certain that there will be some very effective campaigning and electioneering done during the next fortnight. The time is short and every minute will be fully improved by the candidates themselves, as well as by the nominating committees and the friends of the various aspirants.

James R. Blair, nominated for secretary and treasurer on both tickets, was very modest in his claims and yet he is the only nominee that is certain of election. He has already pledged his best efforts in behalf of the club and it is felt on every hand that he will make a most efficient officer.

The material selected on both tickets is so excellent that it will be hard to select the most efficient men, but the club is certain that whoever may be elected, from president to director, its interests will be in good hands. The coming year, because of the conventions to be entertained by the club, is regarded as a most important one, and attention will be called strongly to this fact in the electioneering, but the heads of the two tickets are both strong men and either will fill the position acceptably when elected.

The River and Rail Committee, through James E. Stark, reported that, after conference with James S. Davant, Commissioner of the Memphis Freight Bureau, it had reached the conclusion that it was necessary to have counsel in the hearing which is to come up at an early date before the Interstate Commerce Commission in connection with the rates from Memphis and Mississippi river points to Pacific coast terminals. It was decided that there would be a committee of three, composed of James E. Stark, L. W. Ford and R. J. Lockwood, appointed, who should have the matter in charge. James S. Davant will be another member of this committee and the attorney to be employed will make the fifth. It was the sense of this meeting that this committee should occupy the same relationship to the Lumbermen's Club of Memphis as the old Hardwood Rate Association, under the auspices of which the previous fight involving the same question was conducted. It was furthermore stated that James S. Davant should be the active head of this committee and that he should really conduct the fight with the aid of the attorney and the gentlemen named on this committee. The members of the club desired that all other organizations in the affected territory be asked to join in this fight in order that there might be strong opposition. Mr. Davant has created the impression among lumbermen that the railroads will make one of the hardest fights in their history, and he has aroused the members of the club here to a realization of the efforts which must be put forth if victory is gained again.

There was further discussion in regard to the plans for establishing a permanent home for the club, but owing to the absence of the chairman of the committee having this subject in charge, nothing definite was done.

Floyd F. Roberts of Roberts & Son was elected to active membership in the club.

Meeting Cincinnati Lumbermen's Club

The Cincinnati Lumbermen's Club enjoyed its usual 6 o'clock Monday evening dinner, December 5, at the Gibson House, with a good attendance. After dinner President Walker called the meeting to order and routine business was rapidly disposed of.

The question of withdrawing from the associated organizations was solved in the affirmative.

The resignations of T. P. Scott & Co., The Standard Millwork Company and D. Beetz of Latonia, Ky., were presented, and accepted. A letter from the Wiborg & Hanna Company, tendering its resignation through the receiver, W. H. Hay, was read and accepted.

The president called the attention of the club to letters he had written to the secretary, appointing committees to arbitrate cases that had been presented to the club under the "square deal" clause of its constitution. The proposition has been very favorably accepted, and already ten cases have been satisfactorily adjusted, and there are two pending and one new case filed Dec. 5. The matter was thoroughly discussed and finally placed before the members in the form of a resolution, declaring that from this date on all the cases that were brought under the "square deal" clause, after investigation and settlement, were to be read before the club, giving the full correspondence, the names of the parties concerned and the action taken by the committee. This would have a deterrent effect on all who were inclined to be careless and prove of great benefit to those who were always on the level in their business transactions.

The question of entertainment at the meetings was then brought up, and much humorous talk and wit was bandied about as to the uses and abuses of the innocent little cocktail. The discussion was long and very enjoyable from the various sentiments brought out. The issue was finally decided by a resolution which declared for a stated drink and menu at the next meeting, the whole matter to be left to the discretion of the entertainment committee.

There being no further business before the club, President Walker introduced C. C. Spaulding, secretary of the Transportation Club, which has taken the place of the old Traffic Club, devoted exclusively to railroad men. Mr. Spaulding gave an interesting talk, explaining the purpose and work of the new organization.

W. A. Bennett took the floor and stated that he was familiar with the workings of the organization, as their traffic men were members, and he thought it would be for the benefit of every business man to take up a membership.

The chair announced that the requirements of the law had been complied with under the articles of incorporation and that as soon as the stock certificates could be printed they would be distributed to the members. The face value of the shares will be $10. There being no further business the meeting adjourned.

Those present were as follows:

J. W. Darling, J. W. Darling Lumber Co.
C. C. Trimble, Trimble Cypress Co.
Fred E. Radina, L. W. Radina & Co.
Geo. W. Hand, Bayou Land & Lumber Co.
O. L. Bartlett, Bayou Land & Lumber Co.
F. K. Conn, Bayou Land & Lumber Co.
John Steinker, Mowbray & Robinson.
H. R. Welling, Mowbray & Robinson.
C. O. Rose, Cincinnati.
Myers Y. Cooper, Midland Lumber Co.
W. H. Friese, Midland Lumber Co.
C. C. Hagemeier, H. L. Mickle Lumber Co.
S. G. Boyd, C. C. Boyd & Co.
W. A. Bennett, Bennett & Witte.
C. C. Spaulding, Transportation Club.
S. H. Hull, Blackburn & Bolser.
Cliff S. Walker, Bayou Land & Lumber Co.
J. A. Bolser, Blackburn & Bolser Lumber Co.
Chas. F. Shields, Chas. F. Shields & Co.
R. M. Woodward, Southern Lumberman.
E. R. Dunlap, Francke Lumber Co.
H. M. Anderson, Francke Lumber Co.
R. McCracken, Kentucky Lumber Co.
J. H. Whalley.
C. Burgess, Maley, Thompson & Moffett Co.
J. H. Barclay, Shawnee Lumber Co.
T. W. Curley, K. & P. Lumber Co.
W. A. Schleyer, K. & P. Lumber Co.
C. Cunningham, L. W. Radina & Co.
R. C. Witbeck, Ferd Brenner Lumber Co.
E. G. Garties, New River Lumber Co.
M. Watkins, Cobbett & Co., Liverpool.
H. L. Mickle, H. L. Mickle Lumber Co.
Dwight Hinckley, Dwight Hinckley Lumber Co.
S. W. Richey, Richey, Halstead & Quick.
A. V. Jackson, Ault & Jackson Co.
G. C. Ault, Ault & Jackson Co.
B. A. Kipp, B. A. Kipp & Co.
J. N. Powers, John Dulweber & Co.
H. A. Freiberg, Freiberg Lumber Co.
J. Lemann, Freiberg Lumber Co.
C. Groves, Ault & Jackson Co.
J. N. Rash, Shawnee Lumber Co.
[illegible]
W. E. Johns, Wm. H. Perry Lumber Co.
J. W. Graham, Graham Lumber Co.
Geo. M. Morgan, Nicola, Stone & Myers Co.
T. P. Kirby, New River Lumber Co.
Alex. Schmidt, Francke Lumber Co.
A. Heidt, Francke Lumber Co.
C. G. Johnson, Cincinnati.
Jas. Buckley, Brookville, Ind.
H. H. Browne, Cincinnati, Ohio.
[illegible]

H. W. [illegible], Logan & Kirkpatrick Lumber Co.
J. Allen, T. B. Stone Lumber Co.
Ed Barber, Illingworth, Ingham & Co., Ltd.
H. A. Hollowell, H. A. Hollowell & Co.
S. E. Griffin, The Dwight Hinckley Lumber Co.
J. M. Cheely, Kentucky Lumber Co.
W. E. Thompson, W. E. Heyser Lumber Co.
K. Williams, Hardwood Lumber Co.
F. A. Conklin, Farrin-Korn Lumber Co.
W. J. Wright, M. B. Farrin Lumber Co.
J. E. Linz, Bayou Land & Lumber Co.
[illegible] D. Serena, Roy Lumber Co.
[illegible] Gover, Roy Lumber Co.

The Okay Lumber and Log Code for Foreign Shipment

From the office of the English Timber Trade Journal the Record has received a copy of its new "Okay" Lumber and Log Code book, issued in the interest of the various branches of the American export lumber business, including hardwoods, pitchpine, Oregon spruce, mahogany, etc. The book has been printed in America and copyrighted at Washington, and any information as to its purchase or character can be had by writing to the New York office of the Timber Trade Journal, 19 Warren street. The communication states that the new publication is being steadily taken up by export shippers in this country, as well as European importers of American products.

The book is gotten up in an exceedingly neat style and is well printed on good paper and leather bound, with an index on the outside cover. In addition to the usual line of trade covered, it includes every other conceivable forest product pertinent to the export business. Space is given in the back for a private supplement, and there are also printed the equivalent prices in American and English currency, based on a load of 600 board feet in English measure, and 1,000 board feet for United States measure.

Under rules for using the code, the book states that the international law regarding code words permits the use of artificial words not exceeding ten letters, provided they are pronounceable according to the rules of certain languages. All code words in the "Okay" Code meet the requirements, and consist of five, four or three letters, enabling the joining of two words to be telegraphed as one. Inasmuch as the old rate for ocean cables still prevails, as provided by a recent ruling of the telegraph and cable companies, the saving in inland telegraphic expense will not be as great as for ocean messages, as a charge of five letters to the word has been inaugurated by this same ruling.

The author says that he believes there should be no difficulty experienced in manipulating the code, and in view of the perfectly clear explanations given, such certainty should be the case.

Establishes a Hardwood Yard

Wm. Dings, one of the oldest and best known members of the St. Louis hardwood trade, has recently opened a yard at Hall and Branch streets, St. Louis, and moved his office to that location. He will handle a general line of hardwood stock, for which he has good facilities, his place of business being alongside the Wiggins' Ferry tracks, and his yard traversed by a private switch, enabling him to unload and load out cars with ease, convenience and dispatch.

Mr. Dings began his lumber career as a member of the Clarkson & Christopher Lumber Company, about twenty years ago. He later succeeded Mr. Clarkson in that company by a purchase of his interests. Shortly after this purchase Mr. Christopher died and the R. M. Fry Lumber Company was organized to succeed the Clarkson & Christopher company. Mr. Dings linked his fortunes with the new concern and was associated with Mr. Fry during the full [illegible] twenty-two years.

Mr. Dings' many friends throughout the trade wish him the success which is due him by right of his business capacity, experience and a wholehearted perennial geniality, which draws friends to him and holds them against stress and tide.

An Important Deal

[illegible] & Wymond Company [illegible] have closed a deal with the Hon. Roger Hanson [illegible] Company, of Monroe, Mo., by which the latter company [illegible] about 2,000 acres of hardwood timber land in Richland Parish, North [illegible]. This property is said to be one of the finest tracts of hardwood timber land in Louisiana. The consideration is said to be about $400,000. One payment of $100,000 cash was made and the remainder is divided into three equal notes.

The Chess & Wymond Company will take out the oak on this tract for manufacture into staves, and will then, it is reported, sell off the other timber in small lots. The concern has been operating in this section for a number of years, and two years ago bought a tract of timber from which all the oak has been cut. An inspection of the property indicated that the Chess & Wymond Company has now sufficient oak on the new tract to supply all the staves needed for the next ten years.

A standard gauge railway will be constructed from Rayville to Calvit, on the Iron Mountain, to get out the lumber. An effort is also being made to have the company establish a mill at Rayville, but this is hardly likely to happen, as it has been the policy of the company to have all its mill operations centered at Louisville, where it has a plant sufficiently large to care for all of its business.

Smith & Darden Lumber Company

The Smith & Darden Lumber Company has recently entered business at 1025 Whitney Bank building, New Orleans, La. It is composed of G. W. Smith, formerly engaged in the export lumber and log business at St. Francisville, La., and A. G. Darden, for a number of years with the Standard Export Lumber Company of New Orleans. The company opened up for business several weeks ago and already has made a number of good mill connections. It is the plan of the company to do principally a domestic business in hardwood lumber, but it will also carry on an export business in both lumber and logs. Both men interested in the new enterprise are young men who stand well in this vicinity.

Small Fire Losses of Lumbermen's Underwriting Alliance

In a bulletin issued by the Lumbermen's Underwriting Alliance of Kansas City it is announced that notwithstanding the remarkably heavy fire losses that have been sustained by the lumber industry during the past year the total losses of the alliance have been less for the ten months of 1910 than for the corresponding period of last year, while the volume of business has been nearly twenty-five per cent greater.

The fire losses for October as collated by the New York Journal of Commerce aggregate more than $37,000,000. This is the highest monthly loss ratio since the San Francisco fire. The total of the fire losses of the country for the first ten months of the year is $196,535,200 against $168,865,000 for the same period of 1909. Forest fires account for $14,000,000 of the total.

State Revenues from National Forests

The Forest Service announces that for the fiscal year ending June 30, 1910, the 25 per cent of the National Forest revenue consigned to states for road and school purposes amounted to $506,194.84, an increase of more than $67,000 over last year. These payments more than offset [illegible] necessitated by the withdrawal of forest land from entry under the public land laws. Montana is the largest single beneficiary, receiving $83,678.38, and the state of Florida, with a credit of $706.38, stands at the foot of the list of states profiting by the Forest Service policy.

It is especially noteworthy that the figures compiled from several states show large increases over the amounts received last year. This can be attributed to the fact that the sale of national forest timber in these states has been actively increasing. This is but an indication of the future possibilities, when after private timber resources are more nearly exterminated, the national forests, which have been so far carefully nourished, will be called upon by them and will furnish a good part of the supply of saw logs. Inasmuch as the cut of timber will always be limited to the actual growth of new wood fiber, the states' income will not be transitory. The wisdom of the policy, which the Service has always advocated, is making itself manifest in new ways continually. For the benefit of that element which is crying itself hoarse in the interest of state rights, no matter what happens, the Department of Agriculture calculates that the states will eventually receive many times what the forests are now yielding them, as the demand for government timber is now exceedingly restricted.

A Live New Yorker

Charles Milne, wholesale lumber dealer of 18 Broadway, New York, is making a tour of the West Virginia lumber camps, sizing up stock conditions and incidentally closing some desirable contracts. On his return he will stop in Baltimore, Md., for a visit to his numerous commercial friends. Although among the young-



CHAS. MILNE, NEW YORK CITY

er hardwood merchants in New York City, and only embarked in business for himself since 1908, Mr. Milne has made phenomenal strides and is pushing fast toward the foremost rank in business circles. Always progressive and emboldened by his success in the past, he intends to considerably extend and broaden his business the coming year.

Chair Factory Destroyed

Fire recently broke out in the plant of the Lenoir Chair Factory at Lenoir, N. C., causing a damage which is estimated at from $70,000 to $80,000. About $28,000 insurance was carried. The flames spread so rapidly that before the fire department could reach the scene, the entire building, which was of wooden construction, was enveloped in flames.

Eighty-nine men were thrown out of employment as a result of the fire. While no statement has yet been made, it is supposed that the plant will be rebuilt. The Lenoir Chair Factory was one of the most prosperous industries in the state.

Credit Book Manufacturers' Corporation

The credit rating book for October, 1910, has been issued by the National Manufacturers' Credit Corporation of St. Louis, and a copy has been received at the RECORD office. It has been the object of the publishers to get out information of as reliable a character as possible, taking it from sources which are deemed absolutely trustworthy. All corrections are taken care of in the sheet issued weekly.

A trade report is issued each week by this company and is a source of valuable information to the creditors. Members selling firms whose names appear on the trade report should give their experience, for by so doing they will receive a summary of replies on all names free.

The book contains a key with capital and credit rating inside of front and back cover and also index to railroads. In addition there is inserted before each state a detailed map of that state worked out in colors.

Oak Tree a Thousand Years Old

It is reported from abroad that there is a famous old oak tree in Hampton Court Park, London, which is probably the oldest tree of this species in England. It is reputed to be about a thousand years of age, and at a height of two feet from the ground its trunk measures about 45 feet in circumference. As it is hollow, the interior offers standing room for a dozen persons.

Building Operations for November

Official reports from forty-seven cities scattered throughout the United States as reported by the American Contractor, Chicago, show a decrease in building operations, in the aggregate, of 3 per cent for November, 1910, as compared with November, 1909. Twenty-six cities show a loss of from 1 to 62 per cent; others show a gain of from 1 to 173 per cent. The largest gain is reported from the Bronx section of New York City, which shows an increase of nearly $7,000,000 over November, 1909. Gains of more than 25 per cent were made in Atlanta, 56 per cent; Cincinnati, 29; Cleveland, 29, Columbus, 64; Indianapolis, 38; Kansas City, 47; Los Angeles, 66; New Orleans, 26; Bronx, 181; Oakland, 51; Pittsburg, 32; Portland, Ore., 33; Toledo, 173. The particulars are found in the following table:

City.	Nov., 1910. Cost.	Nov., 1909. Cost.	Per Cent Gn.	Per Cent Lss.
Atlanta	$ 534,613	$ 340,550	56	..
Baltimore	420,930	376,605	11	..
Buffalo	847,000	1,183,000	..	28
Chattanooga	38,245	50,086	..	23
Chicago	8,282,700	6,825,700	21	..
Cincinnati	489,135	376,855	29	..
Cleveland	1,151,022	889,180	29	..
Columbus	306,500	186,345	64	..
Dallas	212,675	182,498	16	..
Denver	403,655	988,850	..	59
Detroit	1,474,885	1,551,455	..	4
Duluth	168,430	212,695	..	13
Grand Rapids	126,635	207,621	..	39
Hartford	215,595	490,395	..	56
Indianapolis	480,792	345,185	38	..
Kansas City	1,463,405	989,076	47	..
Los Angeles	2,228,663	1,336,830	66	..
Louisville	193,392	172,772	11	..
Manchester	84,650	84,610	..	..
Memphis	475,315	390,600	21	..
Milwaukee	873,767	1,196,662	..	28
Minneapolis	785,005	1,056,385	..	25
Nashville	87,727	86,540	1	..
Newark	696,525	842,759	..	17
New Haven	489,670	409,851	19	..
New Orleans	321,045	256,365	26	..
Manhattan	3,551,066	8,760,435	..	59
Bronx	2,166,870	4,402,800	..	50
Bronx	10,736,565	3,815,975	181	..
New York	16,454,501	16,979,210	..	3
Oakland	659,546	436,295	51	..
Oklahoma City	746,829	740,770	..	53
Omaha	401,960	933,035	..	46
Paterson	159,505	220,105	..	47
Pittsburg	1,011,890	762,229	32	..
Portland, O.	1,119,205	835,430	33	..
Rochester	499,090	724,000	..	31
St. Paul	564,108	1,568,575	..	51
St. Louis	1,306,623	1,458,610	..	10
San Francisco	992,258	1,964,284	..	49
Scranton	142,251	219,935	..	35
Seattle	1,020,380	1,254,630	..	18
Spokane	180,745	363,434	..	50
Syracuse	157,425	96,878	..	62
Toledo	382,200	139,983	173	..
Wilkes-Barre	164,145	165,681	..	1
Worcester	258,195	475,868	..	47
Total	$48,825,292	$50,368,382	..	3

Publicity Plan Indorsed by the Chicago Hardwood Lumber Exchange

The Chicago Hardwood Lumber Exchange selected the Union League Club as the place of meeting for the regular monthly session on Friday, December 9, and judging by the attendance and the pleased expression which was evident on the faces of every one of the fifty-three persons present, the change in headquarters was for the best. A pleasing luncheon preceded the business session, which was brought to order by President F. L. Brown at 1:30.

Following the roll call and the reading of the minutes, President Brown read a communication from Harvey S. Hayden, chairman of the publicity committee, in which Mr. Hayden stated that after consultation with his lawyer he recommended that the original charter of the Exchange be continued without change.

The report of T. A. Moore of the baseball committee showed that the baseball team secured a subscription from the various members of the Exchange, aggregating $128, of which $91.71 was expended. Mr. Moore stated that indications point to a much better showing for next year's team.

Chairman J. H. Dion of the membership committee outlined arguments which can be advanced in soliciting new membership, showing that the strength of the organization for good is accelerated to a proportionately greater extent as the membership increases. He not only stated that it is up to the members to do their part toward securing new applicants, but assigned the various prospective members to different individuals for their personal solicitation. President Brown urgently requested the association membership to do its part by personal calls.

Harvey S. Hayden of the Hayden & Westcott Lumber Company, chairman of the publicity committee, reviewed the work of his committee up to date and then submitted to the members a dummy of the proposed pamphlet to be sent to the manufacturing trade throughout the country. The services of an expert copy writer were employed to get the pamphlet up in as effective a manner as possible. It will probably be 3½x6 inches in dimensions and contain from sixteen to eighteen pages of matter. The outside front cover will very likely be surfaced with a thin veneer of wood on which will be printed "Chicago, the Greatest Hardwood Lumber Market," and at the bottom, "Published by the Chicago Hardwood Lumber Exchange, Chicago, 1911." On the back cover outside it is suggested to have the exchange seal embossed and edged with gilt.

The first page will contain besides the matter printed on the cover the following: "Compiled by the Publicity Committee of the Chicago Hardwood Lumber Exchange, 1308 Rector building, Chicago."

The second page will contain the declaration of purposes of the Chicago Hardwood Lumber Exchange, in which will be shown that the object of the association is to promote the general welfare of the Chicago hardwood lumber dealers, and to co-operate with shippers against all injustices and abuses of the trade, as between shippers and consumers. It is further purposed to give to the Exchange as far-reaching and honorable a name as possible.

The next page will be devoted to a brief summary of the history of the organization, starting with its conception in 1896 and containing the names of officers at that time and the present incumbents. Then follows a list of the various standing committees with their chairman and membership.

The main body of the bulletin is given over to statistics and a general discussion tending to prove the greatness of Chicago as a lumber market. The first paragraph makes the declaration that Chicago is the greatest hardwood lumber market in the United States and further says that the yard trade in this city distributes annually 1,500,000,000 feet of hardwood lumber.

[illegible] the bulletin contends that it is the industrial hub of America with forty railroad terminals and excellent water transportation facilities, and also that it is close to all sources of raw material. As proof of the fact that Chicago is the world's greatest hardwood consuming point, it is shown that this city produces more furniture than any other, having 225 furniture producing factories, turning out in excess of $25,000,000 worth of this product annually. The city also leads in the production of pianos, organs and agricultural machinery. The largest telephone plants of the world are found in Chicago as well as the largest car factories. The wagon industry is more strongly seated in this city than at any other point. The average annual gain in building operations exceeds that of any other city in the country in proportion to the total, the value of all structures erected in 1910 exceeding $125,000,000. Other industries in which the "Windy City" leads all competitors are manufacture of school, office, store and bank furniture and fixtures, picture frames, interior finish, sash, doors and blinds. These claims are all backed by indisputable statistics.

The closing paragraph urges shippers in view of the foregoing facts to consider the advisability of shipping lumber for distribution, to Chicago. Other features discussed in greater or less detail in the proposed bulletin are figures telling the tale of Chicago's greatness as far as a lumber center is concerned; a resume of the yard trade in Chicago, with maps showing the location of all yards on the North, South and West sides; a list of the Exchange membership in which the jobbers and wholesalers are separated from the yard man and lastly, a table of weights of all hardwood lumber.

The foregoing resume is not necessarily exactly what will appear in the pamphlets as finally issued, but the form will undoubtedly be observed, probably with some changes in the wording. Mr. Hayden was warmly commended for the excellent work of his committee. His report was formally adopted and his committee given authority to continue all further business according to its own judgment.

O. O. Agler, chairman of the trade relations committee, was to have made a report on the actions of that body relative to the switching question in Chicago territory, but on account of his absence from the city a brief report was submitted by H. H. McLaughlin, a member who stated that at a recent conference the three local lumber organizations withdrew their objections to the tentative agreement adopted a short time ago. No formal action was taken.

There was no other regular business and President Brown called on representatives of outside concerns in attendance. T. M. Morris of St. Louis, vice-president of the Van Cleave Lumber Company of that city, was so well pleased with the local organization that inasmuch as his firm contemplates entering the Chicago hardwood field, he asked to be allowed to submit an application for membership. L. E. Cornelius, manager of the cypress department of the Chicago Lumber & Coal Company, St. Louis, was the other visitor.

A general discussion of routine business of the Exchange followed, after which the motion to adjourn was duly carried.

The attendance was as follows:

Charles B. White, White Bros. Lbr. Co.
H. R. Foster.
G. A. Larson, Fink-Heidler Co.
R. B. Morris, Van Cleave Lbr. Co., St. Louis, Mo.
[illegible]
H. H. McLaughlin, McLaughlin Lbr. Co.
[illegible]
C. M. Christiansen, Christiansen Lbr. Co.
H. D. Welch, E. A. Thornton Lbr. Co.
L. E. Cornelius, Chicago Lbr. & Coal Co., [illegible] Mo.
[illegible]
J. H. Dion, Maisey & Dion.
Charles Westcott, Hayden & Westcott Lbr. Co.
J. S. Trainer, Trainer Bros. Lbr. Co.
F. F. Marshall, Marshall Lbr. Co.
J. B. Schley.
John T. Hansen, John Hansen Lbr. Co.
Edward E. Skeele, Estabrook-Skeele Lbr. Co.
F. A. Hardy, American Lumberman.
A. J. Stumpf, Konzen, Stumpf & Schafer Lbr. Co.
A. H. Schoen, Columbia Hardwood Lbr. Co.
Ed. Dodge, E. F. Dodge.
L. E. Starr, The Starr Lbr. Co.
J. G. Marsh, Huddleston-Marsh Lbr. Co.
C. C. Hubbard, Geo. D. Griffith & Co.
F. M. Baker, Hardwood Mills Lbr. Co.
A. J. Shutts, Messinger Hardwood Lbr. Co.
F. K. Gustorf, Frederick Gustorf & Co.
Geo. D. Griffith, Geo. D. Griffith & Co.
S. C. Bennett, Hardwood Mills Lbr. Co.
Murdock MacLeod, Oconto Co.
L. E. Fuller, Lumber World.
Fred D. Smith.
G. R. Thamer, Empire Lbr. Co.
Thomas B. Roy, Theo. Fathauer & Co.
Louis A. Smith, Fullerton-Powell Hardwood Lbr. Co.
F. J. Heidler, Fink-Heidler Co.
S. P. C. Hostler.
Fred J. Jeffris, D. K. Jeffris & Co.
G. H. Ostrander, D. K. Jeffris & Co.
L. A. McHall, Lumber World.
Paul Schmechel.
Alfred R. Schmechel, Empire Lbr. Co.
Harvey S. Hayden, Hayden & Westcott Lbr. Co.
Tom Moore, T. A. Moore Lbr. Co.
F. B. McMullen, Fullerton-Powell Hardwood Lbr. Co.
J. L. Lane, J. L. Lane & Co.
H. B. Darlington, American Lumberman.
R. Maisey, Maisey & Dion.
Wm. A. Eager.
G. H. Bulgrin, Quixley & Bulgrin.
L. H. Wheeler, Wheeler-Timlin Lbr. Co.
E. W. Meeker, HARDWOOD RECORD.

Display of Dwarf Trees

Some interesting additions have just been made to the display of dwarf trees at the Japan-British Exposition, says an English lumber newspaper. One of the new trees, a *Lagerstoemia Indica*, has been seen hitherto only in Japan. Another unusual specimen is a dwarf larch, 18 inches high, and said to be three centuries old. The oldest tree in the group is an oak which is less than 24 inches in height and which is claimed to be 500 years old. There are also included in the exhibit miniature maples, cedars and pines.

A Toast to Happiness

Here's to happiness, the fountain of life, the builder of tissue; for it's the antidote to vapors of melancholia; it's the sun's rays piercing the cloud of darkness, the message of love of life, health and contentment; in its absence nothing can thrive; it's the soulmate, the symbol of a clear conscience.—HENRY C. HIBBE.

Circular Saws

It requires less power to drive a saw through the log when the circumference of the saw is just great enough to allow it to cut through than when the saw is considerably larger, the number of teeth, speed and thickness being equal. With equal speed, thickness and feed, a saw with a large number of teeth requires more power than a saw with larger teeth of fewer number. This is only efficient up to a certain [illegible]

[illegible] in place of the lost teeth. The thinner the saw, the more teeth will it require to carry an equal amount of feed at each revolution. In this case the power is always sacrificed.

New Catalogue

The J. A. Fay & Egan Company has just issued a new catalogue, No. 51, containing 384 pages. The catalogue is printed in two colors, profusely illustrated with fine half-tones and nicely bound in a five-color cover. It is a reduced reproduction of the company's large general catalogue, and will make a valuable addition to any woodworker's or millman's library, as it shows the latest models in all kinds of woodworking machinery. It is sent free to any address upon request to the manufacturer at 414-434 West Front street, Cincinnati, O.

Teak for Interior Finishings

For a thousand years or more in China, as well as other parts of the Orient, teak has been the highest-prized wood for furniture, shrines and religious objects. The famous blackwood furniture of that part of the world is made of Siam or Java teak. In Europe, more especially in England, the highest class of bank fixtures have been invariably made of teak wood. In the southern part of California, in Los Angeles, San Diego, Pasadena, and thereabouts, teak is now being used in a large number of the magnificent mansions erected by wealthy eastern people in that section, so aptly termed the millionaire's playground. In the majority of these palaces teak wood is used for interior finishings, staircases, etc., with artistic specially designed teak furniture to match. One beautiful new residence is being fitted up with doors, wainscotting, beamed ceilings and floors of teak, and hand-carved furniture of the same wood. One of the San Francisco furniture makers is busy at the present time on a large order of special designs in teakwood furniture for one of the wealthiest and best known families. The members of this family have always possessed the most correct taste in matters of [illegible] number of the designs were drawn by the two talented young daughters of the house.

Supply of Pulp Wood and Wood Pulp

A [illegible] study of the pulp wood situation of Quebec Province and of the timber resources on private and settlers' lands, not subject to restrictions and regulations on the part of the provincial government, justifies the statement that the action of the government of this province, prohibiting the exportation of pulp wood cut on its crown lands under lease from and after May 1, 1910, and on settlers' lands taken [illegible] will not have the effect of reducing the quantity of pulp wood for export for some years to come, and perhaps never.

This conclusion would not be justified if settlers' lands located on prior to September 1, [illegible] were made subject to the restriction. That cannot be done for obvious reasons, legal and otherwise.

According to the reports of the minister of lands and forests of the Province of Quebec for the year ended June 30, 1909, there were under license about 70,000 square miles, or about 45,000,000 acres. There is no report available for the past fiscal year and no figures can be obtained until later in the year, but it may be safely assumed that no material change has taken place during the past year.

The larger part of the wood cut from crown lands under lease in former years was used in the province, the remainder only being exported. It may be assumed that the lands under lease to limit holders did not contribute to exceed 20 per cent of the total pulp wood exports from this province in past years.

Inasmuch as the late order in council cuts off the further supply of this percentage from export, the question arises whether the quantity can be had for export from the other lands in this province in addition to the quantities furnished heretofore.

The lands which have heretofore supplied the greater part of the pulp wood from this province for export are capable of yielding the same quantity in the future. More than that, they will be able to supply the additional 20 per cent heretofore obtained from the crown land limits of this province.

The idea that these lands soon will become exhausted is a most erroneous one. The following extracts from a statement written by a man in position to know the pulp wood situation in all its bearings, which was published in the Pulp and Paper Magazine of Canada for July, 1910, will bear out this fact:

"Probably it would surprise you to know that from a very conservative estimate there are over 2,000,000 acres in forest lands on the seignories in Quebec, and about 3,000,000 acres of patented and located lands, none of which will be subject to the prohibition.

"This would approximately give 50,000,000 cords of pulp wood free to go to the United States, which means that we can supply the United States market (taking as an average the greatest quantity already shipped in one year to the United States, namely, 1,000,000 cords) for fifty years to come. I have not in this estimate given lands granted for railway subsidies, as the position of these lands is not quite clear."

In the speech of the Hon. S. N. Parent, former prime minister of Quebec, delivered in the legislative assembly April 25, 1903, on the question of pulp wood, among other things, he said:

"We shall never be able to force the Americans to open up manufactories in our midst so long as it is possible for them to obtain raw material elsewhere than from our crown lands. Our opponents insist strongly upon the re-establishment of the old duty of $1.90 upon pulp wood exported to the United States, thinking that they would thus compel Americans to manufacture here. I have already explained that it is impossible for the provincial government to cut off the supply of the Americans, because they have other resources to draw from than our crown lands.

"It is claimed that the supply of our forests will soon be exhausted. There are 222,000,000 acres of land in the province. Of this 10,679,000 acres form part of seignories and 11,442,903 acres have been granted under letters patent. The crown, therefore, has at its disposition about 200,000,000 acres of land, which for the greater part is richly covered with timber.

"There are at present 62,952 square miles of land under license to cut timber.

"If the quantity of pulp wood contained in that territory is estimated at 3,000 cords per square mile, then we obtain a total of 200,000,000 cords. This number contains only the pulp wood which it is lawful to cut according to the regulations—that is to say, trees measuring 7 inches or more at the stump.

"To exhaust these 200,000,000 cords of pulp wood at the rate at which it was cut in 1901-2—that is, at about 50,000 cords per year—it would require about 4,000 years, and this is without taking into account the trees under 7 inches in diameter."

This statement of the then premier minister was based upon estimates furnished by the superintendent of forests.

The supply from lands beyond government control may be increased so as to make up readily the loss of 140,000 to 150,000 cords annually, the amount heretofore exported from the total cut on crown lands, and which, it is expected, will now have to be manufactured in Canada.

It can be said that it is not the lack of raw material which in the near future will produce a shortage for export of the pulp wood supply in this province nor the restrictions now placed upon the exportation of same from crown and settlers' lands, but that the absence of demand for the same, due to the large accumulation on hand because of the unusual demand just prior to the new laws, may cause such shortage by reason of a shrinkage in the cut of the next season. From the best estimates at hand such shrinkage may amount to from 50 to 75 per cent of the normal cut.

As no proper survey has been made, it is impossible to obtain authentic data from the Newfoundland crown lands department or others regarding the area of the forests and the amount of standing timber on the island; but by careful calculations by this office and others it is estimated that there are about 15,000 square miles, or 25,000,000,000 superficial feet, of standing timber, and of this amount from two-thirds to three-fourths of it is pulp wood (spruce and fir). There are also large tracts or areas of pulp wood in certain sections of Newfoundland Labrador, which have not been surveyed, but it is said that the amount is inexhaustible if properly managed.

A feature of Newfoundland's pulp and paper industry, which is worthy of the most favorable consideration of all interested in such enterprises, is that the forest areas reproduce themselves so rapidly that any tract cut out or burned over will have reproduced itself sufficiently to be used in the manufacture of pulp and paper again within twenty-five or thirty years. The director of the colonial geological survey, Mr. James P. Howley, F. R. S., who has had over forty years' experience in that service, and who is the best living authority on the resources of the island, has carefully studied this problem and supplied conclusive testimony as to the accuracy of this statement and the certainty that such conditions are to be relied upon.

It is especially noticeable that since 1907 there has been a decided decrease in the consumption of the best known and highest priced pulp wood in the United States, namely, spruce, this species contributing 68.1 per cent of the total in 1907, 64.5 per cent in 1908, and 60.5 per cent in 1909. There has also been a slight decrease in hemlock, whereas corresponding increases have occurred in the consumption of woods heretofore little used as pulp material, such as balsam, white fir, and several hardwoods, including birch, beech, maple, gum and basswood. This increase is especially marked in the case of balsam, the quantity of this species consumed in 1909 being more than double that reported for 1908.

Argentina's Lumber Imports

Under more favorable conditions of distribution, the forests of the Argentine Republic would have great value, but as it is the timber is so poorly distributed and so lacking in variety as to render the country dependent on outside sources for the bulk of its forest product.

There is considerable wood in the southern part of the republic, while the northern provinces have a growth of no inconsiderable value. These regions, however, are but poorly populated, while the central zone, which contains the majority of the population and is the commercially important section, is practically devoid of timber, except for occasional groups of artificially planted eucalyptus.

Some of the timber in the southern and northern part, if accessible, would be exceedingly valuable, but owing to the total lack of railroads or logging streams it is practically all waste. The character of the stand is unusually limited and the valuable element consists principally of hardwoods. Owing to this scarcity of accessible merchantable stock, Argentina is forced to supple-

ment her own supply from Paraguay, Chili and Brazil as well as from Australia and the United States. The latter country is called upon principally for soft woods for building material, in which species her forests are particularly lacking.

The most valuable species in the Argentine forests is the quebracho tree. This remarkably strong and lasting timber has been used for years for railroad ties and fence posts, for which purpose it is credited with a life of about forty years. But the unique element which has made this wood justly famous is the tannin in its bark, which is shipped all over the world. Formerly the export was entirely of the bark itself, but extracting plants have now been erected and the quebracho extract alone is now shipped. The center of the trade both for logs and extract is the city of Santa Fe, about three hundred miles north of Buenos Ayres. During 1909 the republic exported quebracho extract valued at $4,226,000.

The shipment of lumber from the United States to this country has grown to remarkable proportions. The total value of the shipment in 1907 was $6,270,000.

American Box Shooks in Scotland

Consul J. N. McCunn of Glasgow, Scotland, makes the following suggestions concerning the possibilities of increasing the demand for American box shooks in Scotland:

Considering the large quantities of goods of various classes constantly leaving this port for different points in the United States, it is worthy of note that but a very small percentage of the cases in which they are packed are constructed of American shooks.

The records of this office show that from 1906 to 1909, inclusive, the number of American shooks imported into this district for making of boxes to hold goods for shipment to the United States amounted to 41,283, or an average of 10,320¾ shooks per year. These shooks vary in length from 4 to 9 feet, and 5 to 9 inches in width; some 3 inches in width are used as bars. The usual thickness is seven-eighths of an inch.

The quantity of American shooks used here is insignificant in comparison with what might be used if American importers generally would insist that their orders be packed for shipment in cases made from American shooks.

A manufacturer or exporter here would never think of stipulating that his box maker supplys cases of American material unless his own interests were to be protected thereby. He readily understands, however, that it is to his own interest to avoid the risk of losing a profitable American connection by refusing to follow the demands of his American customer. Therefore, if American importers could see their way to take a firm stand on insisting that their imports be shipped in boxes made of American lumber, they would save the duty on the value of the boxes, and give great impetus to the export of American shooks, which would be far-reaching in its effects.

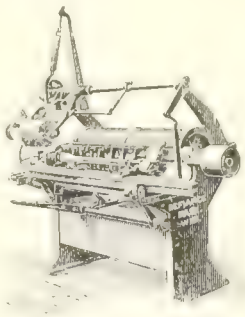
Japanese Hardwoods

It is authoritatively stated in Yokohama that the exportation of hardwood logs and railway sleepers from Hokkaido, Japan, which was inaugurated in 1896, has attained a rank next to fisheries and agriculture in industrial importance. The shipment of oak logs from that port began in 1901, the total annual export during the years since varying from 300,000 feet to 600,000 feet board measure, furniture manufacturers on the Pacific coast being the most ready buyers. The first shipment of oak railway sleepers was sent to Mexico in 1906. Pine and mixed hardwood logs were sent to Australia that year. Oak logs and lumber for the use of furniture and railway car manufacturers were exported to Europe in 1907, in which year exportations of logs increased to 4,000,000 feet. On account of the high prices for fir lumber caused by the demand for building material in San Francisco, the number of feet of ties increased to 46,000,000. At present the supply is smaller than the demand, exporters frequently being unable to secure steamers for this trade. The tendency is toward a 10 to 15 per cent increase in prices.

Defiance Patent Automatic Spoke Lathe

The Defiance Machine Works of Defiance, O., well-known manufacturers of patent woodworking machinery, make no more effective and valuable tool than their patent automatic spoke lathe. This machine is built in six sizes, to turn spokes 32, 38, 42, 48, 52 and 58 inches. It is capable of turning all varieties of spokes known to the trade, including common, Sarven-Patent and Sharp-Edged. The capacity of the machine is 2,500 spokes complete in ten hours, turning and squaring. The work is done so smoothly that very little polishing is necessary, also at about one-half the cost of other machines of this style, and in a much more satisfactory manner.

The operation of the machine is very simple and requires no skilled and expensive help. Rived or sawed timber requires no hewing or other preparing, but is taken just as it comes, placed in the lathe, reduced the proper size and shape and finished at one operation. Changing from one style of spoke to another requires but a moment's time, as it is necessary only to loosen two sets of screws and change the cams. These are inexpensive, made of cast iron and can be shaped with a file to best suit the requirement.



DEFIANCE 32" PATENT AUTOMATIC SPOKE LATHE

The knives are flat, shear cutting, the edges ground straight over; three knives are attached to each edge. The edges of knives used to form the throat or neck of spoke are shaped to suit the style of spoke desired. Two sets of throat knives for common and Sarven-Patent spokes are furnished with each machine. The knives can be quickly ground and reset. A wooden straight edge placed between the centers should be used, setting each knife so as to form a straight line.

The machine possesses many time-saving features, and is worthy of investigation by anyone in need of such a tool. Further information and illustrated circulars in regard to this spoke lathe can be had on application to the manufacturers.

American Indifference Loses Foreign Trade

Consul Lester Maynard of Vladivostok, Russia and Siberia, states that there is a large field in eastern Siberia for logging machinery, such as is manufactured in America, but it is evident that a serious and determined effort must be made on the part of American firms to secure the business. It is the indifference of certain American companies to the foreign trade which has enabled European competitors to capture the market. Concerns like the International Harvester Company, with an article much superior to anything of foreign production, have clearly shown that they can successfully enter the foreign field, and what is true in this case is equally true in the case of a good many other lines of manufacture. It is unfortunate that other large concerns should show such an indifferent attitude to this trade, as serious effort would reap a rich [illegible]

The National Hardwood Lumber Association Directors Meet

The directors and board of governors of the National Hardwood Lumber Association held their regular semi-annual meeting in the office of Secretary Fred E. Fish in the Rector building, Chicago, on December 7 and 8. The meeting was notable for its full attendance and for the harmonious and interesting spirit of those present.

The meeting of the board of governors on Wednesday was more or less preliminary to the directors' meeting on Thursday, and there was outlined at that time a program of topics to be taken up at the latter meeting. The directors' meeting on Thursday was routine in its character, the bulk of time being devoted to a discussion of the office administration and similar work of the association, such as inspection, membership, etc.

The efforts of Secretary Fish along the lines of securing new members were attested by the fact that the meeting favorably passed upon the applications of sixty-seven new firms.

The inspection report indicates that department to be in a highly satisfactory condition. There has been a big increase in the number of inspections and in the total of lumber inspected since the Louisville meeting. The employment of a new chief inspector, H. A. Hoover, was officially reported. J. M. Pritchard of Memphis, chairman of the Inspection Rules Committee, reported in that capacity. Plans were laid for a continuance of an extension of the inspection facilities by the employment of new salaried inspectors where the need manifests itself. Letters and verbal reports from Memphis territory indicate that the coming annual meeting of the association to be held in that place in May will be the greatest convention of lumbermen ever held.

Those attending were F. A. Diggins, president, Cadillac, Mich.; F. S. Underhill, vice-president, Philadelphia; Orson E. Yeager, vice-president, Buffalo; J. V. Stimson, vice-president, Huntingburg, Ind.; F. F. Fish, secretary-treasurer, Chicago; and E. V. Babcock, Pittsburg; O. O. Agler, Chicago; E. E. Goodlander, Memphis; T. M. Brown, Louisville; J. H. P. Smith, Cincinnati; C. B. Dudley, Memphis; C. A. Goodman, Marinette, Wis.; G. I. Jones, Boston; Edward Buckley, Manistee; F. W. Mowbray, Cincinnati; F. A. Beyer, Buffalo; M. J. Quinlin, Soperton, Wis.; Earl Palmer, Paducah, Ky.; C. H. Barnaby, Greencastle, Ind.; W. E. Hoshall, New Orleans; J. M. Card, Chattanooga, and J. M. Pritchard, Memphis, directors.

October Imports and Exports of Lumber

The total value of all imports of wood and manufactures of wood into this country for October, 1910, shows a slight falling off from the amount recorded for October a year ago. In 1909 the value came to $5,300,062, while for October of 1910 it was $5,211,412. However, the total for ten months ending October, 1910, exceeded by $5,000,000 the value of imports for corresponding period of last year, aggregating $45,205,342, as against $40,891,777 for 1909.

The exports on the other hand showed an increase both for the month and for the ten-month period. In October there was exported from this country wood and manufactures of wood valued at $6,158,767, which compares favorably with the total of $5,716,580 for 1909. For the ten months period in 1910 the total value was $71,834,038, which is an increase of almost exactly $11,000,000 over that period for 1909.

The exports of foreign merchandise, meaning goods reconsigned from this country, shows that wood and manufactures of wood coming under this heading, valued at $110,506, were exported during October, 1910, while for the ten months ending in October, 1910, the value was $1,152,156.

Truing Up Log Band Saw Wheels

[illegible] faster than the rest of the face; consequently, if this is allowed to continue, a greater strain is thrown on the back part of the saw, and the front of the blade, being more or less slack, is apt to run from the line, and cracks are set [illegible] damaged and distorted. When wear is found on the wheels they should at once be trued up. If the wear is not great, this can be best done by grinding them to a true surface by means of a large emery wheel, but if they are much out, it may be necessary to take a preliminary cut in a lathe and afterwards grind them. Care should be taken that the emery wheel is not forced, and water can be used with it to advantage. It may be taken as an axiom that perfect band sawing is impossible without perfectly true wheels.

The Working Qualities of Mahogany

There has existed for many years a general impression that mahogany is about the most difficult wood to work there is, since it is so heavy and hard. In connection with the early history of this beautiful wood has always been related the story of how the English doctor wished to use mahogany in decorating his house, but the workmen refused to cut the lumber, saying that it was so hard that it ruined their tools. People have learned since, however, that this was a mistaken idea, and they know now that plain mahogany is about as easy to work as any of the plain hardwoods. When the wood is old and thoroughly dry it gets hard and heavy after being treated with finish. Plain mahogany, however, is fairly easy to work, and it has an advantage which is greatly appreciated by users—it gives little trouble from swelling and shrinking. The wood takes an excellent finish. It is not inclined to split and sliver and is really easier to work on machines or even with plain tools than hard dry oak.

There are so many different species of mahogany that even an expert finds difficulty in recognizing them. Certain varieties blend so closely with Spanish cedar that it is often difficult to tell whether a piece of lumber is the cedar seen in cigar boxes or mahogany. This species is the kind that is easiest to work, as it has a plain straight grain and texture like Spanish cedar. Of course the wood of the variety which is a deeper red in color is curly, with burls and involved figure and often much cross-grain, and is more difficult to work, but this is no harder than the same kind of figure or grain in oak or maple and really not so hard, as it is less liable to split. More care is needed and more time must be taken in working a piece of curly or figured mahogany than the plain stock, because of the gross grain, and also for the reason that as a general thing wood of this sort is intended for a higher grade of polish. Crotch mahogany, the figure in which frequently presents practically an end wood for the face, is often a trying proposition to the worker, but it would be just as difficult to handle oak or maple which presented end wood in this way. Since mahogany is such a beautiful wood and its tones are enhanced with age, the difficulties it presents in working are entirely offset [illegible] advantages.

Green Heart Timber from Guiana

The fifty large pairs of lock gates in the Manchester ship canal are constructed entirely of green heart timber from British Guiana. The same can be said of the gates of the Bridgewater canal and also of the dock gates in the Mercy Harbor, which for the past fifty years have been constructed altogether from this timber. In the new naval docks in Mechll, Scotland, the wood has been extensively employed and more recently at the Panama Canal it has been specified for sills and fenders for lock gates.

The durability of this wood is practically without limit. It will outlast iron fastenings several times over. In 1894 it was found that in rebuilding the gates of the Canada locks, the green heart timber placed there thirty-eight years before was as good as new and was used in the new construction.

At the port of Georgetown every wharf is built on green heart piles which, unlike teak, oak or any other hardwood, are entirely immune from the attacks of the teredo. This is said to be due to the large quantity of alkaloid bebeerine, which is found only in this wood.

Piano Industry Centers in Chicago

The manufacturing zone of Chicago comprises the greatest piano center in the world. In this district are produced annually about 450,000 pianos, which are made in 30 different plants. As a general thing the type of instrument made in this market is of the higher order, the cheaper instruments being manufactured at eastern points.

The reputation of Chicago as a music manufacturing center is not confined entirely to the production of pianos. Here are also turned out annually thousands of organs, mechanical piano players and similar instruments. The city of Chicago is the center of the organ industry of the United States.

Corkwood of Honduras

It has always been the custom in Honduras when clearing land for cultivation to burn all forest growth except that which is readily marketable. As corkwood has always been considered valueless, large quantities have been destroyed in this way. Nevertheless the supply is still abundant.

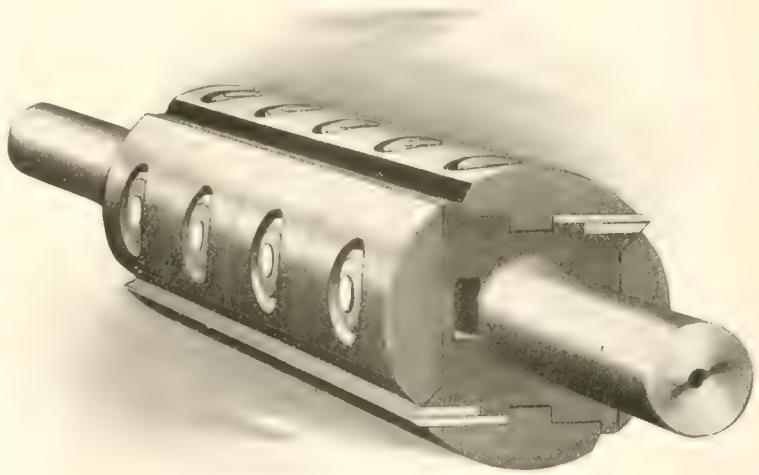
Up to 1908 the value of corkwood was an unknown quantity. Its discovery commercially is attributed to the captain of a schooner, who on one of his trips to Honduras for dye and hardwood was given a piece of the corkwood for examination. The possibilities of its exploitation appealed to him immediately, and he carried a sample to the home office in New York. Since that time his cargoes have included large quantities of corkwood logs.

The type of land resulting in the best development of the tree is marshy. Even here it seldom grows above 2 feet in diameter. Above that size, however, it is not marketable, nor when it is less than 8 to 10 inches thick. It is [illegible] abundantly along the lowland [illegible] the coast. In its natural state the wood is unusually porous and light but of a damp, soggy character. It is subjected to an evaporating process, extracting the moisture and reducing the weight, so that it is not only lighter than ordinary cork but is capable of being compressed into much smaller bulk. It is marketed in slabs and pulverized.

The possibilities of commercially exploiting the tree have been recognized of late, and numerous concerns are advertising the wood for sale. The planters themselves are realizing that it would be far more profitable for them to place their corkwood logs on the market rather than burn them, and an instance is cited of one banana grower who closed a contract in New York for 150,000 feet of the wood. Another inquiry from the same market calls for 1,000,000 feet. While the export tax imposed by the government of Honduras is excessive, still it is expected that the industry will flourish.

A New Jointer or Hand Planer

H. B. Smith and his successors, the H. B. Smith Machine Company, have been building jointers for many years. Those which were made forty or fifty years ago had each table mounted on four links which were of the same radius as the cutting circle, then known as the Carey style. Subsequently they built them with the table mounted on four slides, and a few with only one large or long slide to each table. Later (some twenty-five years ago) they built them with four slides or inclines to each table in such a manner that the tables were made to adjust radially with the cutting circle; and while the design did not indicate it, the base was made so that it could rest on the floor in three places like a three legged stool. As indicated by the halftone, the company has brought out a new design in which the frame is cast whole and rests upon the floor in three places, so that it cannot be twisted out of line by changing floors. The longer table comes first, so as to handle long materials with better facility. The following description will give a better idea of the details and adjustments:

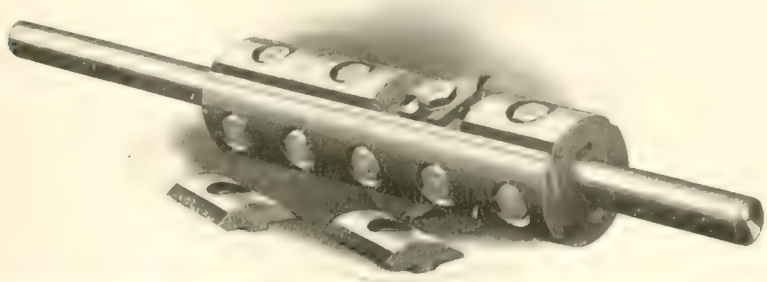


H. B. SMITH ROUND SAFETY HEAD WITH KNIVES, CAPS AND BOLTS IN PLACE.

The frame is of box form, very rigid and is provided with a chute for delivering the shavings to the rear, where connection should be made to the exhaust pipe system. The top of the frame for supporting the table inclines is 74 inches in length, while the base is 46 inches long by 24 inches at the rear end of the 12" and 16" machines. The larger machines have wider frames.

The tables are extra wide and cojointly are

86 inches over all, the front table being 48 inches long. These tables are deeply ribbed so as not to sag or twist out of truth, and are raised and lowered by hand wheels and screws at each end on inclines which are locked together and tongued to the carriage, making it



H. B. SMITH ROUND SAFETY HEAD WITH SECTIONAL CAPS REMOVED

practically impossible to get the tables out of alignment. The rear table has a rabbeting groove ½ inch deep and a plain rabbeting bracket is furnished with each machine. Both of the tables are faced with steel next to the cutter-head and can approach one another so as to reduce the throat to 1¼ inches.

The carriages on which the tables are mounted are secured to the main frame in dove-tail slides, and can be drawn away from the cutter-head for projecting or molding knives, and for changing and sharpening the cutters. Four small hand wheels serve to clamp the carriages in the position desired. The rear inclines adjust for glue joints.

The head-stock is firmly held in clamp bearings and is adjustable by screws beneath for aligning the cutter-head perfectly to the tables. The bearings for the cutter-head are of the new wing or side-clamp style and are self-oiling; the front box being 6½ inches and the rear box 7¾ inches long.

The new cutter-head is of new design, made round and arranged to carry two thin self-hardening knives which are held on by two steel caps and screws. The other two sides of the head are slotted and provided with bolts and nuts for holding the projecting cutters, which may project to cut to the depth of 1 inch. These slots are covered by section caps which can be removed when cutters are used. The angle of cut is the same as any regular 4-slotted head and therefore offers no beating resistance to the cut. The head proper is made of high grade crucible steel with the lips for self-hardening knives faced with hardened tool steel, and the journals, which are forged solid thereon, are turned and ground to 1½ inches to fit the clamp bearings above referred to. The head is driven by a 4½x5 inch pulley.

The guide or fence is 54 inches long, tilts to 45 degrees for bevel planing, may be set slightly diagonally and adjusts entirely across the table.

A countershaft is provided, consisting of a shaft of suitable size with pressed steel hangers, and tight and loose pulleys 10 inches diameter by 5 inch face, the loose pulley being fitted with the Gleason patent self-oiling brush.

A power-feeding attachment has been designed which can be furnished at an extra price when wanted. It consists of a sectional feed roll just beyond the cutter-head and over the steel lips of the rear table, so arranged that it can be conveniently adjusted for various thicknesses of material, and is so designed that it can be quickly swung to a side so as to permit of hand-feed work. The feed roll is strongly driven and is very useful for doing a large amount of duplicate work. All of these new style jointers are fitted to receive the self-feeding attachment and full particulars furnished on application.

The equipment for regular cutters consist of one pair of thin self-hardening cutters, and bolts and nuts [illegible] head, [illegible] Each [illegible]

For further particulars address the H. B. Smith Machine Company, Smithville, N. J.

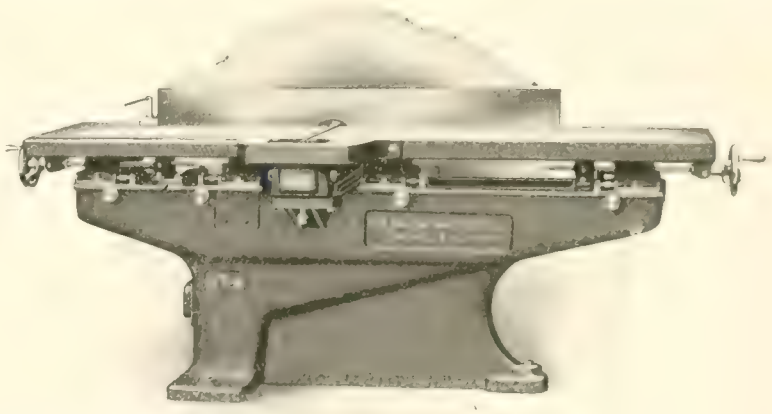
Wood and Lumber Trade

BRITISH COLUMBIA

Consul-General George N. West, Vancouver, states that the cut of logs tributary to the Vancouver sawmills has been heavier this season than in previous years. For the seven months ended July 31, 1910, the logs scaled amounted to 346,574,000 feet, an increase of 93,574,000 feet, as compared with the first seven months of 1909.

It is not easy at present to note the exact effect of the American tariff on British Columbia lumber shipments to the United States. Owing to the demand for lumber in the prairie provinces this season, it has been found impossible to meet it with the home product.

In many instances American lumber has been sent to Vancouver from the Puget Sound mills and large shipments have also been made to the prairie provinces. It is stated that at present the demand for lumber from the prairie provinces is somewhat light, but as the stocks have become almost exhausted none of the mills have been closed down, but are busily engaged restocking their yards.



H. B. SMITH NO. 87 A NEW JOINER

There is practically no demand for beech flooring here, writes Consul-General John L. Griffiths, London, but there is a moderate market for white oak flooring, both plain and figured. The dimensions of the stock usually required are 1 or 1¼ inches thick by 3¾ or 4 or 4½ inches wide, [illegible] manufacture, 1 1-16 inches thick by 3¼ or 3½ or 4 inches wide, and 4 feet and up in length, with an average from 8 to 9 feet. This flooring is tongued and grooved on the sides, backed, bored for secret nailing, and steel scraped. It [illegible] each varying according to the thickness of the flooring. A prominent local factor estimates the value of 1-inch plain white oak flooring to be about $62.50 per thousand feet c. i. f. London, about $87.50 for 1-inch quartered white oak, 1¼-inch being worth $5 more per thousand feet.

Consul Charles L. Hoover, Madrid, reports that as Spain is a sparsely timbered country, it is compelled to depend, to a very large extent, upon importations for its lumber, Norway, Sweden, France, Russia, Portugal and the United States being the principal sources of supply.

The value of the imports into Spain of sawed lumber and staves for the year 1908, the latest year for which statistics are available, amounted to $7,382,000, of which $1,515,000 worth was from the United States.

The Spanish customs tariff imposes a very small duty upon staves and shooks, about 2 cents per 100 pounds. Upon ordinary woods in logs, or pieces more than 40 millimeters (about 1½ inches) thick, the duty is 5 pesetas (96½ cents) per cubic meter (35.316 cubic feet), or at the rate of about $2.29 per thousand board feet. When sawed into pieces less than 40 millimeters thick, the rate of duty is 6 pesetas ($1.16) per cubic meter, or about $2.75 per thousand board feet. All the American woods, except walnut, are classed as ordinary.

It will be seen from the figures showing the values of importations that, while the United States enjoys a good share in the lumber business in Spain, there is ample room for increased exports. The use of lumber in manufacturing and building is increasing rapidly. High rates of duty are prescribed in the Spanish tariff upon all manufactures of wood, with the result that practically all the furniture, carriages, moldings, doors, sashes, etc., are made in the country. Woodworking shops, where these articles are produced, abound in Madrid, many of them being well equipped with planers and lathes, driven by gas engines. Among these are fifteen cooper shops and seventeen furniture factories, two of the latter employing about forty men each.

Another reason for the increasing sale of lumber is the demand for board floors where tiles were used almost exclusively until very re-

...ades. In the parlors [illegible] and dining rooms [illegible] poetry design.

These small manufacturers do not import lumber on their own account, but purchase from the lumber dealers in Madrid, with the exception of the coopers, who get their supplies from Barcelona. The manufacture of furniture, especially of imitations of American office furniture, the articles being called "American style" furniture, is becoming an important industry, and there is a good prospect of a growing market for quarter-sawed oak.

The trade in building materials is very active at present, owing to the demand created by the construction of a large number of houses in the city. The materials used are about the same as in the United States for framework. As the houses are all of brick, stone or concrete, and are roofed with tiles, there is no demand for weather boarding or shingles.

Three of the largest importers of lumber in Madrid have been interviewed and they have all expressed a willingness to consider offers of American exporters. Their names appear first in the list of importers forwarded and obtainable from the Bureau of Manufactures.

Cottonwood lumber, about which inquiries have been made with the object of developing a trade therein in this district, is not imported direct at any port in the Valencia district, and is so little known here that only a sample lot offered from Barcelona has been discovered and about to be tried as lining and veneer by a furniture manufacturer.

TOO LATE TO CLASSIFY

WANTED—OPERATING MANAGER

for hardwood mill and timber tract in Southern Arkansas. Must have experience in handling logging, railroad and band mill operations. Owners are large consumers of lumber and opportunities open for high-grade man to build complete plant and manage same. State age, experience in detail, and salary expected. Address "BOX 200," care HARDWOOD RECORD.

Miscellaneous Notes

The Beta Lumber Company of Jackson, Tenn., was recently incorporated with a capital stock of $25,000, by George Handson.

The plant of the Baton Rouge Lumber Company at Baton Rouge, La., which was destroyed by fire some time ago, will soon be rebuilt.

Fire recently destroyed the mills and storage yards of the Sumter Lumber Company near Livingston, Ala. The loss is estimated at $500,000.

The Hardwood Land Company has been incorporated at Sheboygan, Wis., with a capital stock of $50,000 to do a general manufacturing business.

It is reported that the planing mill of the Gulf Lumber Company of Stables, La., which was recently destroyed by fire, will soon be rebuilt.

The Greenville Mantel & Novelty Company, Greenville, S. C., has been incorporated with a capital stock of $25,000 to manufacture hardwood mantels, showcases, interior finish, etc.

Work has already begun on the construction of the $400,000 plant of the Hardwood Products Company at Neshaminy, Wis. It will be used for the manufacture of interior hardwood finishings.

The J. C. Cristy Lumber Company at Hamtramck, Mich, was recently incorporated with a capital stock of $60,000. The principal stockholders are James C. and Laura Hart Cristy and Frank R. Cook, all of Detroit.

The Summers Lumber Company has been incorporated at Nacogdoches, Tex., for the purpose of doing a general manufacturing business. The incorporators are T. H., James R. and E. J. Summers and a number of others.

A charter has recently been granted to the Banner Furniture Company, Davidson county, Tenn. The capital stock is $6,000, and the incorporators are W. J. March, W. R. Ivey, N. J. Pritchard, F. S. Ivey and L. M. Ranken.

A new concern for Los Angeles, Cal., is the Pacific Hardwood Company. Its capital stock is $25,000, $5,000 of which has already been subscribed. Albert Schliem, H. A. Chamberlain and R. B. Chamberlain are the directors.

A charter was recently issued to the Brownlee Lumber Company of Carter, Okla. The new concern has a capital stock of $10,000, and its directors are J. A. Whitehurst and T. L. Brownlee of Sayre, and R. R. Brownlee of Carter.

G. P. Mayberry of Columbia, Tenn., manufacturer of oak, poplar and walnut, has recently purchased the valley mills from the Valley Milling Company and will add the production of floor, meal and feedstuffs to his hardwood interests.

Articles of incorporation have recently been filed by the Metropolitan Lumber Company of Elizabeth, N. J. The capital stock is $10,000 and the incorporators are Albert Marsh of Newark, Lena Sherman of Jersey City and Michael Kurta of Elizabeth.

Fire recently destroyed the table factory of C. H. Heckeroth at 1432 North Randolph street, Philadelphia, Pa. The building, which is a two-story structure, was filled with much dry timber, unfinished tables and other articles of furniture, which burned rapidly.

The Federal Lumber Company, 9 Clinton street, Newark, N. J., has recently been incorporated. The authorized capital stock is $50,000, of which $1,100 is paid up. The incorporators are N. Howell Mitchell, George M. Plum and F. W. Rosenbaum.

A new concern for Magnolia, N. C., is the Magnolia Furniture Company, which has recently been incorporated with a capital stock of $25,000. The company will do a general manufacturing business. The incorporators are J. C. Horne and L. M. Sanderson.

An application for a charter has been made by the Openn Lumber Company of New Castle, Pa. The incorporators are P. A. Robinson, U. E. Dennis, James T. Ray and Harry W. White. The new concern expects to manufacture lumber and will have the power to buy and sell or lease timber land.

A charter has been issued to the Oklahoma Hardwood Manufacturing Company of Muskogee, Okla. The new concern is capitalized at $10,000, and its incorporators are J. M. Sherrod and Mrs. J. M. Sherrod, Muskogee; T. B. Sorrel of Tupelo and W. H. Gillispie and J. W. Bush of Birmingham, Ala.

The Hardwood Manufacturing Company has recently been incorporated at Conway, S. C., with a capital stock of $2,000, for the purpose of manufacturing shuttle blocks, hickory handles and plow beams. The officers of the new concern are C. R. Scarborough, president, and Miriam L. Scarborough, secretary-treasurer. The company will erect a building 50x100 feet of ordinary construction in the near future.

Work on the Wright Lumber Company's new sawmill at Merrill, Wis., is progressing steadily, and it is expected that it will be in operation by the first of the year. As soon as the building is enclosed the work of installing the machinery will begin, and by the time the structure is complete the equipment will be in place ready for work. Several crews of men are engaged in cutting logs, and already several million feet have been cut and are awaiting shipment to the mill.

Plans have been completed for the erection of the new chair manufacturing plant which is to be located at North Mobile, Ala., and work thereon will begin shortly. N. F. Thompson of the North Mobile Development Company states that the main structure of the new building will be "L" shaped, 380x100 feet, the "L" extending back 300 feet. Inside the "L" will be four other large buildings. The location is excellent, being in touch with Mobile by three railroads and an electric car line.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

William B. Heinemann of the B. Heinemann Lumber Company, Wausau, Wis., was a Chicago visitor last week. He visited his wife, who has been ill in a hospital here for some weeks. Mr. Heinemann is to be congratulated upon the fact that his wife is rapidly convalescing.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, spent several days in Chicago last week on business connected with the organization.

John W. Blodgett, the well-known timber owner of Grand Rapids, Mich., was in Chicago December 1 en route to the South country.

John Madden, the well-known inspector of Duluth, Minn., spent several days last week in this city.

E. W. Pratt of the Pratt-Worthington Company, Crofton, Ky., manufacturer of wagon wood stock, visited his several customers in the local trade last week.

George W. Burgess of Russe & Burgess, Inc., Memphis, Tenn., accompanied by his wife, was in Chicago December 1 and 2 on business. Mr. Burgess states that his associate, W. H. Russe, sailed from Bremen for home on December 1.

Henry Ballou, superintendent of the big lumber and maple flooring institution of Cobbs & Mitchell, Inc., Cadillac, Mich., accompanied by his wife and daughter, spent the greater part of this week in Chicago and incident to business attended the opera.

George P. Montgomery of Jacksonville, Fla., interested in gum production, paid his respects to the RECORD office on November 29.

Sam Burkholder of Crawfordsville, the dean of the Indiana hardwood profession, was a RECORD caller on November 29. Mr. Burkholder is very much pleased with the immediate outlook for hardwoods.

W. W. Dings, secretary of the Garetson-Greason Lumber Company, St. Louis, Mo., was a Chicago visitor last week and paid the RECORD a call. While in town Mr. Dings visited his numerous customers in this market and reports the best trade he has had here for months.

The branch office of the big machinery house of Beloit, Wis., the Berlin Machine Works, located at Columbia, S. C., in charge of E. H. MacLean, has been transferred to Atlanta, Ga., where it is believed the business interests of the company in the Atlantic coast and south central states can be carried on with greater dispatch. The office formerly located at Montgomery, Ala., will join the Atlanta office. The new branch office is located at 1502 Candler building, and is already enjoying a good business. The new office is in charge of E. H. MacLean and C. H. Hitchcock, each having the responsibility of his own territory as heretofore, Mr. MacLean being sales manager for the Atlantic coast states and Mr. Hitchcock for the central southern states. A. L. Vallean also makes his headquarters at

the Atlanta office. While young, all these men are thoroughly experienced in the machinery business and have held responsible positions with the Berlin Machine Works for a number of years.

August Brants of Antwerp, Belgium, factor in American hard and soft woods, announces that hereafter the business will be conducted under the title of August Brants & Co., but that Mr. Brants "will continue the sole leading party and the signature of the company."

The board of the Indiana Hardwood Lumbermen's Association held a meeting at the Denison hotel, Indianapolis, November 23. While some of the board was absent, it was considered a "full" board, as the bill rendered Sam Burkholder fully confirms this fact.

Mrs. Mitchell, wife of W. W. Mitchell, head of the big Cadillac, Mich., house of Cobbs & Mitchell, Inc., and the Mitchell Brothers' Company, was a Chicago guest this week and a visitor at the opera.

Walter N. Kelley, the well-known lumberman of Traverse City, Mich., announces the marriage of his daughter, Julia A. Kelley, to Oliver Benjamin Martin of Savannah, Ga., which took place on November 26. Mr. Kelley was a Chicago visitor this week.

A. F. Anderson, the well-known Cadillac lumberman, spent a few days in Chicago last week. Mr. Anderson has recently purchased a portion of the David Ward timber, which will give him a source of supply for his South Boardman mill for some years.

W. L. Martin of the Embury-Martin Lumber Company, Cheboygan, Mich., spent a few days in Chicago this week.

Among Buffalo lumbermen who have visited Chicago during the last few days were John McLeod of the R. Laidlaw Lumber Company and Bert Hurd of Hurd Brothers. Both were en route north to look over lumber purchases.

Frank J. Cobbs, treasurer of Cobbs & Mitchell, Inc., Cadillac, Mich., was in Chicago this week.

Edward Heath, president of the Heath-Whitbeck Lumber Company, 22nd street, Chicago, has returned from a trip of about a year's duration through Switzerland and France. Mr. Heath took this trip for the benefit of his health and has returned in fine condition. He will immediately take an active part in the business of the Heath-Whitbeck Company, looking after the extensive jobbing interests in the South as well as the increasing of the retail end of the business.

W. Grear, S. C. Martin and J. W. Dickinson have organized the Anna Lumber & Manufacturing Company at Anna, Ill. The company has a capital of $30,000 and is incorporated to manufacture and deal in lumber and building material.

The Kemp & Burpee Company was organized at Moline with $400,000 capital to manufacture farm and agricultural machinery. The incorporators are W. Butterworth, S. Hosford and B. F. Peck.

The O. Grimwood Company of Owensville, Ind., announces it has purchased the band mill of the Henry Maley Lumber Company of Evansville, Ind. This is one of the best mills in the state, and will greatly increase the Grimwood company's capacity for the manufacture of its specialty, quartered oak.

The RECORD is in receipt of the announcement that Wm. C. Henning has resigned as president and treasurer of the Durable Wire Rope Company of Boston, Mass., and has accepted the position of secretary and treasurer of the A. Leschen & Sons Rope Company of St. Louis, Mo.

The Hall & Sisson Lumber Company announces the opening of an office in the First National Bank building, Harriman, Tenn., from which its Tennessee operations will hereafter be handled. The office will be in charge of Charles W. Carroll, who will continue in charge of the mills at Annadel and Lancing, Tenn., which are located a few miles north of Harriman.

Mr. J. F. Mingea of the Hall & Sisson Lumber Company, is in the South at the present time on business trip.

INDIANAPOLIS

A new [illegible] building, at a cost of $35,000, for the Furnas Office & Bank Fixture Company, has practically been completed and will be occupied about January 1.

Building permits issued during November numbered 366 and aggregated $480,792, as compared with 252 permits amounting to $345,185 last November. The gain for the first eleven months this year was about $800,000 over the corresponding period of last year.

The Standard Dry-Kiln Company has completed its new factory building at McCarty street and the Belt Railroad tracks. It is a two story brick structure, 115 by 200 feet, and cost $25,000.

Warehouse arrangements have been made with the Capitol Lumber Company by the Indianapolis Wholesale Mercantile Company, organized recently by a number of retail lumber dealers for the purpose of handling hardwood doors.

E. L. Anderson & Son, who recently bought at receiver's sale the property and business of the Anderson Carriage Manufacturing Company at Anderson, have organized and incorporated a new company under the same name, with an authorized capitalization of $30,000. Those interested in it are E. L. and T. B. Anderson, A. L. Colvin, C. E. Horn and William Gimbel.

There is no great activity in the hardwood business just now, as is usually the case at this time of year. However, business is about normal and is expected to improve soon. Some little trouble is being experienced from car shortage, but this has not reached a serious stage. Prices are steady, with no special demand for any particular grade of hardwood. Woodworking plants are all having a heavy run and are expected to boost the hardwood business with some substantial orders, soon.

NASHVILLE

Nashville may secure another big spoke and bending factory. A representative of a large city has been in Nashville visiting various prospective sites with Secretary Shannon of the Board of Trade. It is stated that while the plant is operating successfully where it is, yet the manufacturer wants to get closer to the raw material and where labor conditions are better.

A special from Knoxville announces the consummation of a big timber deal by which some 18,000 acres of timber lands in Blount county have been sold to a Chicago syndicate headed by Morton Butler. The consideration is given at about a quarter of a million dollars. The deal was put through by H. N. Camp of Knoxville.

Navigation on the lower Cumberland, which has been suspended for some months, will be resumed at once by the Cumberland River Steamboat Company. The steamer Richardson, Captain Ryman in charge, is making two trips a week to Paducah, and return. This will provide a new outlet for lumber, both that coming down the river as well as any being brought up the river to Nashville.

The Traffic Bureau, to be an adjunct of the Board of Trade, which has been much discussed for some time, bids fair to be one of the most important factors in the shipping and industrial life of the city. Following the example of Chicago, Indianapolis, Louisville and other cities, it has been decided to install a salaried rate expert in the near future. Charles S. Martin has been honored with presidency of the Bureau, Albert Rothschilds, vice-president, W. H. Clarke, secretary, and William H. Lindsey, treasurer. John D. Cummins is also a member of the Executive Committee. By-laws are now in process of preparation. The organization will start with a membership of about one hundred and represents the culmination of more than a year of work and agitation. Hamilton Love, the well-known lumberman, and a rate expert himself, is one of the directors of the bureau.

A special from Huntsville, Ala., announces the destruction of the Bogenschott Lumber Company's mill at Bean Rock, Tennessee river, with a loss of $15,000 to $20,000 and about $7,000 insurance.

Quite an event of interest to river shippers was the recent opening of locks 6 and 7 on the upper Cumberland, just below Carthage. Elaborate exercises were observed, Congressmen Byrns and Hull being speakers, ex-Governor McMillin and others. Quite a delegation from Nashville went up on a special train. Following the exercises, and a big feast spread by the good people of Carthage, W. H. Mc[illegible] was elected president of the Cumberland River Association for the ensuing year. The completion of these two locks means much to navigation on the upper Cumberland.

A visitor to the [illegible] was Mr. [illegible] son of Vandan Boom-Stimson Lumber Company of Memphis. Mr. Stimson is most enthusiastic over the outlook. Another visitor was Morely Watkins, branch manager of Corbett & Co., Liverpool. He, too, was most optimistic in his views for the near future.

Despite the fact that the holiday season is at hand and stock taking time for the manufacturers will be here in a few days, business is pronounced "pretty good" by the manufacturers. There seems to be a general feeling that a liberal placing of orders by those who have been and are playing a waiting game will begin soon after the first of the opening year. Some orders have been placed, as a matter of fact, with the understanding that demand for payment be made after the new year.

Prices are reported as firm, with talk of upward trend. The report that the railroads are placing large orders for new cars is being received and watched alike with pleasure. Plain white oak is recognized as the leader at this time, with chestnut a close second. Quartered oak is not brisk as heretofore. Poplar is selling well with practically none of the upper grades on the market. Beech and ash are in fair demand.

NEW YORK

H. H. Salmon & Co., wholesale hardwoods, 88 Wall street, are developing a special mahogany department, which they are successfully operating. In this connection they have just received a very choice consignment of "Neuvo" Mexican mahogany logs, running as long as 49 feet, which are some of the longest that have ever reached this market.

A petition in bankruptcy has been filed against Herman Hirschberg, 90 Nassau street, Manhattan, wholesale lumber dealer, by the following creditors: J. A. Wilkinson, Southard & Sayles Lumber Company of Tennessee, and the K. & P. Lumber Company of Cincinnati, Ohio. Mr. Hirschberg has been identified with the local wholesale hardwood trade for a great many years. The court on December 1 denied the application for the appointment of a receiver for Mr. Hirschberg, he claiming that he is absolutely solvent, denying that he committed any acts of bankruptcy, and demanding a jury trial. He stated that his assets are $88,882, and his liabilities $46,823.

M. H. Kinsella of Ottawa, Can., for many years the Canadian representative of the Skillings, Whitneys & Barnes Lumber Company, has taken up the management of the New York office of that firm at 1 Madison avenue, to succeed the late J. D. McLaurin, former treasurer, director and manager, who died last month. Mr. Kinsella's appointment will assure to the many customers of this company the same high-class character of service they have always enjoyed.

The American Woodstock Company has been organized with headquarters at Jersey City, N. J., and 30 [illegible] to deal as a selling [illegible] for the American Lumber Company and the Woodstock company, old established houses of Jersey City. The new company is controlled by the same interests as those associated with the American and Woodstock companies, and has been organized to facilitate and centralize the large business in hardwoods and mill products heretofore individually conducted by the respective concerns. The officers of the new company are: President, C. B. Grant; secretary and treasurer, H. D. Nims. Both of the old companies continue their corporate existence as well as the buying of stock, the new company devoting itself exclusively to selling.

George Dwyer, manager of the hardwood department of the J. S. Richards Lumber Company, wholesalers, 1 Madison avenue, was united in marriage last week to Miss Sophia M. Finch of this city. After an extended honeymoon, Mr. and Mrs. Dwyer will take up their residence in the Harlem district.

Among the prominent visitors in town during the fortnight were L. L. Barth, Edward Hines Lumber Company, Chicago, Ill.; J. M. Hastings, J. M. Hastings Lumber Company, Pittsburg, Pa.; F. R. Whiting, Whiting Manufacturing Company, Philadelphia, Pa.; Lewis Dill, Lewis Dill & Co., Baltimore, Md.; J. N. Scatcherd, Scatcherd & Son, Buffalo, N. Y., and Maurice W. Wiley, Wiley-Homer Company, Baltimore, Md.

W. E. VanWert, manager of the Emporium Lumber Company, big Pennsylvania manufacturer, headquarters 1 Madison avenue, reports business fair. The new maple flooring plant of the company at Galeton, Pa., is now running to its fullest capacity, and this class of stock in addition to its general hardwood lumber supplies is being increasingly appreciated by the trade.

The annual banquet of the New York Lumber Trade Association has been set for Thursday evening, January 26, at the Waldorf-Astoria. This will be the big social event of the year in local trade circles and the patronage will be as large if not larger than ever.

The Lincoln Manufacturing Company, headquarters 225 Fifth avenue, and plant at 152nd street and the Harlem river, is making large additions to the plant, including dry kilns and machinery of all kinds, its purpose being to transform hardwoods into representations of other high-class cabinet woods, such as Italian, French and Circassian walnuts, American black walnut, mahogany, rosewood, etc. This company is also doing considerable business in fireproofing woods [illegible] in buildings over 150 feet in height.

BUFFALO

F. M. Sullivan has been getting in a stock of maple and black ash, and a good quantity of Pacific coast lumber, which will put the yard in an excellent position this winter.

The yard stock of the Standard Hardwood Lumber Company, both here and in the Southwest, is the largest it has ever been, and, as it includes Pacific coast lumber, it is a most excellent equipment for local and eastern trade.

A. Miller has found business better this fall than it was a while ago and his stock of southern hardwoods is constantly receiving additions, so that he is able to meet any sort of demand.

F. W. Vetter elected his man to the assembly, overcoming a very large opposition vote, and is now entirely out of politics. He is selling oak, maple, poplar and other good hardwoods at a very satisfactory rate.

G. Elias & Bro. has added much to their stock this fall from the lake trade, though they often found the Michigan prices pretty high in hardwoods and inclined more to pine and hemlock.

R. D. McLean did not start home from Europe as soon as expected, but will arrive early this month. While there he was able to meet many lumbermen and make some very good sales. The McLean mills are all active.

O. E. Yeager reports that poplar lumber is still a good seller, though poplar squares have mostly given way to glued-up stuff from the West, made up of spruce, pine and Pacific coast woods.

I. N. Stewart & Bro. are adding to their assortment, so that if cherry remains quiet they will sell all the more of oak, chestnut and poplar. Cherry is improving somewhat in demand and should soon be active again.

The gum stock of the Pascola Lumber Company is running down pretty fast, while the oak was mostly sold some time ago. What the next move will be is not settled upon, though the members of the company will still be lumbermen.

At the first of the year A. E. Davenport will retire from the Pascola Lumber Company, of which he has been secretary, and connect himself with the firm of T. Sullivan & Co.

Though the appointment has not yet been announced, the western New York vice-gerency of the Order of Hoo-Hoo will go to Charles Johnson of Scottsville, who is associated with E. A. Comstock of Rochester. Mr. Johnson's Hoo-Hoo number is 33,815.

PHILADELPHIA

Thomas E. Coale of the Thomas E. Coale Lumber Company is far from disquieted over business conditions. He admits the volume is not quite up to the mark, but there is a fair trading right along, and indications point to more animation in the comparatively lagging lines of trade in the near future.

E. M. Bectel of William Whitmer & Sons, Inc., says business is moving along better than they anticipated for this time of the year. The Whitmers have removed to the third floor of the Franklin Bank building, where they have extended their clerical department.

J. W. Mingus of Mingus & Rutter, preserves his tranquility as to business prospects and reports fair trading right along. Thomas B. Rutter, Jr., is searching the eastern field for orders, and wherever there is a prospect of closing a deal he appears forthwith on the spot.

Chapin L. Barr, secretary and treasurer of the Whiting Lumber Company, testifies to a fair volume of business, and states that they could do a great deal more if they would sacrifice profits to meet the price cutters. He is optimistic as to an early improvement in affairs.

Charles K. Parry of Charles K. Parry & Co. says business for the last seven consecutive months has been the best he has had since he has been in the lumber business. Although not anticipating any decided advance in trading during the winter, he regards the outlook as promising.

An order for fifteen engines was received by the Baldwin Locomotive Works from the Cincinnati, Southern & Texas Pacific Railroad Company on November 30. The Baldwin concern has received other important orders recently and reports that the number of men employed, which is 15,500, is regarded by the management as normal.

The Boyertown Burial Casket Company has purchased the plant of the T. DeLong Furniture Company at Topton, which recently went into bankruptcy. It is valued at $40,000. The establishment will be enlarged and used as an auxiliary coffin factory by the new owners.

The machinery, tools and stock of the South Mountain Lumber Company, Lancaster, Pa., were destroyed by fire on November 29.

L. H. Allen & Bro., Jersey City, were incorporated under New Jersey laws on November 28, with a capital stock of $12,000, to deal in wood, lumber, etc.

PITTSBURG

The Pittsburg Wood Preserving Company has increased its capital stock from $5,000 to $150,000 and will extend its operations largely.

The McDonald Lumber Company has been doing a splendid business in spruce and hardwood down East this fall, the proportion being three to one.

A. G. Breitwieser, president of the Breitwieser & Wilson Company, has been elected president and general manager of the Penn Motor Company, recently incorporated here with a capital of $150,000. The company will have a big plant in the East End ready for operation about January 1.

The Nicola Lumber Company is making a specialty of the boxing and crate business and is now in a position to supply heading and lids cut to exact widths. The company is carrying a large stock and believes that this is justified by the outlook for next year.

The Palmer & Semans Lumber Company has secured George H. Young, a well-known member of the Babcock force, as its office manager. Frank Smith, who formerly held that position for Palmer & Semans Company will work the trade in the East from this time forward.

The J. C. Donges Lumber Company has been making good inroads into the Michigan furniture trade lately. It has a fine stock of No. 1 common and better dry ash, totaling over 100,000 feet, at its plant at Seevert, W. Va., and is also doing some business in gum. Mr. Donges reports yard trade a little quiet in the Pittsburg district, as retailers are holding off until after January 1 to buy.

The C. P. Caughey Lumber Company is getting a large number of pit posts on its new tract in Centre county, Pennsylvania, and will install a dry oak stave mill very shortly to cut 5,000,000 staves, under the direction of W. A. Clay. The Caughey company has also secured a tract of timber at Colliers Station, W. Va., and will cut 300,000 feet of white oak there this winter.

The Pittsburg Chamber of Commerce has procured for lumber shippers in Pittsburg a big advantage in getting the railways entering Pittsburg to do away with a proportion of the heavy interswitching charges which have formerly been so burdensome to the lumber interests.

President J. N. Woollett of the Aberdeen Lumber Company has secured Charles Cruikshank, who formerly represented the Cypress Selling Agency of New Orleans in the East, to handle his gum and cottonwood trade in the Middle West. He says that prospects for the cottonwood business are improving right along.

F. W. Crane Lumber Company last week booked an order for 600,000 feet of sound, wormy chestnut which was sold to Michigan furniture manufacturers. It has lately added to its selling force Ed. B. Shew, who served a long time with the Willson Brothers Lumber Company and the McDonald Lumber Company of this city.

The Newell Brothers Lumber Company is going right ahead with operations on its tract of 4,200 acres of hardwood timber on the Frenchton & Arlington Railroad in Upshur county, West Virginia. The property, including the railroad, cost $250,000. J. A. Newell is right on the job and will remain there most of the winter. It is estimated that the tract will yield 10,000,000 feet of hemlock and 20,000,000 feet of oak and poplar.

CLEVELAND

Cleveland bids fair to smash all existing building records this year, according to the totals which are piling up in the building inspector's office. The total amount as represented by the permits for November was $1,134,000, bringing the total for the first eleven months of the year considerably over $12,000,000.

W. H. Prescott of the Saginaw Bay Lumber Company is captain of a team of 200 men who are attempting to add 1,000 new names to the membership of the Y. M. C. A. this week. There is every evidence that the movement will be successful.

Charles Durant Haywood, secretary and treasurer of the Georgian Bay Lumber Company, died during the past week after a brief illness. Mr. Haywood was a resident of Cleveland most of his life. He is survived by two sisters.

J. V. O'Brien of the Southern Lumber Company has gone on a trip through southern hardwood districts to size up the lumber situation. He will be absent for several weeks.

George A. Prescott of Tawas, Mich., of the Saginaw Bay Lumber Company was here during the past week visiting friends and transacting business with his home office.

A branch has been established in Toronto, Ont., by the Hardwood Lumber Company of this city to look after its interests across the border. Business with the local office is reported as being exceptionally brisk for this time of the year.

The F. T. Peitch Company has been experiencing a strong demand for the better grades of hardwoods during the past month. Good poplar stock, in particular, is looking up.

The Hoo-Hoos here are to be revived, rejuvenated and made to make a loud noise. F. T. Peitch and several other well-known dealers have taken on the task and propose to make themselves heard in a short time.

A. G. Webb, manager of the Advance Lumber Company, has gone to Charleston, W. Va., on a business trip. He will visit the plant of the West Virginia Timber Company, which is associated with the Advance Company.

E. L. French, for many years one of the best known hardwood lumber salesmen, and for a number of years sales manager for W. A. Cool & Son, has accepted a position as sales manager for the Adler May Company at Atlanta, Ga., extensive manufacturers of hardwoods. Mr. French is preparing to go South to assume the duties of his new position.

COLUMBUS

Buildings erected in Columbus for the first eleven months of the present year exceed those erected during the corresponding period in 1909 by almost $1,000,000. The estimated value of buildings projected to date in 1910 is $4,462,780, as compared with $3,522,226 for the first eleven months of 1909. The report shows that Columbus has been gaining rapidly and steadily in its buildings each year. During the month of November the records of the building department excelled the records of any previous month, excepting November, 1903, which was a boom month. The estimated value of permits issued in November, 1910, was $306,000.

J. W. Enoch, representing the Forest Lumber Company of Pittsburg, was a recent caller upon Columbus lumbermen.

W. L. Whitacre of the Whitacre Lumber Company was called out of the city on business early in the month.

Thomas T. Van Swearengen, manager of the Buckeye Lumber Company of Seattle, Wash, was a visitor in Columbus recently. He was formerly heavily interested in the South Side Lumber Company of Columbus.

G. V. Patterson, connected with the sales department of the W. M. Ritter Lumber Company, reports a good trade in hardwoods during the month of November, with December starting out exceedingly well. Mr. Patterson says there is a good demand for both the higher and lower grades. F. B. Pryor of the Chicago office of this company and H W. Collins of the Philadelphia office will meet in Columbus December 10 with R. L. Horton, the manager of the central sales division, for the usual monthly conference.

The General Lumber Company, of which H. W. Putnam is president, is busy logging on its timber tract on the Big Sandy river in Kentucky. More than one hundred men are employed and a large number of poplar logs will be cut for movement during the spring freshets.

L. B. Schneider of John R. Gobey & Co. reports a quiet trade with good indications for an active market after the first of the year. John R. Gobey was in Cleveland and northern Ohio on business early in December.

W. M. Ritter of the W. M. Ritter Lumber Company is heavily interested in the Guerrero Land & Timber Company of Mexico, and states that he does not fear any real trouble from the rebellion now being waged in that country.

BOSTON

The Owen Bearse & Son Company, large mahogany dealers, Boston, have removed from 33 Broad street to 79 Milk street. The new quarters are larger and more convenient than the old.

A. B. Ransom of John B. Ransom & Co., large hardwood lumber manufacturers at Nashville, Tenn., was a recent visitor in the Boston market.

Tuttle & Bagley, wholesale lumber dealers, Boston, recently removed to larger quarters at 126 State street.

The Palmer & Parker Company, dealers in veneers and fancy hardwoods of all kinds, Charlestown, Mass., has had plans drawn for a new mill and dry house to take the place of those destroyed by fire a few weeks ago. The new building will be 110x60 feet. Since the fire the company has been having its manufacturing done in other plants.

The Manchester Lumber Company, Manchester, Conn., plans to increase its capital stock from $50,000 to $100,000.

The New Hampshire Lumbermen's Association will hold a meeting in Manchester, N. H., December 22. Demurrage rules will be freely discussed at this meeting.

The Mitchell & Harding Lumber Company of Lawrence, Mass., filed a petition in bankruptcy December 2. This firm made a composition offer about a year ago.

CINCINNATI

Notwithstanding the general tendency to complain of slow trade by the lumber operators in the hardwood market of the Queen City, the figures collated by the Car Service Bureau do not agree with the supposed condition of the markets. A year ago there was general satisfaction expressed at business conditions at the opening of December, and a very hopeful view taken of the future, yet the receipts for November, 1909, were only 6,769 cars, as compared with 7,114 cars for November, 1910. The shipments in November, 1909, were 5,552 cars, against 6,423 cars the present year. The gain in receipts this year was 345 cars, while the shipments show a gain of 871 cars.

All the energies at the headquarters of the Hardwood Manufacturers' Association are now being bent toward preparations for the big annual convention of the association which is billed for January 31 and February 1, and which Secretary Doster says is the first convention in the history of the association to go over two months. This is intended to be a joke, but the active life that the wiry secretary leads is not a joke. After attending the meeting of the Cypress Association in New Orleans, he visited various points in the Mississippi Valley, and returned to Cincinnati to spend Thanksgiving Day at home, and be thankful that he is still alive. A rest of a day or two and he left for Chicago, and remained there a couple of days, and was again on the road, returning to the office by the week's [illegible] to be greeted [illegible] tion of mail piled on his desk during his absence. Yes, Mr. Doster has a "snap," he has nothing to do but "work."

The delegates to the Rivers & Harbors Congress from Cincinnati left for Washington on a special over the Baltimore & Ohio on December 6. The Cincinnati delegation carried a good representation of lumbermen from the Queen City, with S. G. Boyd at its head. Mr. Boyd has been an attendant at the congress for several years.

Numerous changes have been made in the companies and firms operating in this market during the past month. The Hardwood Lumber Company, of which J. H. P. Smith is the president, has been reorganized, Mr. Heyser going out and Mr. Smith retaining the name of the Hardwood Lumber Company, remaining in the same quarters. W. J. Heyser has organized the Heyser Lumber Company, and incorporated under the laws of Ohio, with a capital of $100,000, all paid in, and will open a suite of offices on another floor of the Union Trust building. The Heyser Lumber Company will continue to be the buying agents of the Buick company and other automobile manufacturers for wide poplar, suitable for that line of business.

S. Earle Griffin, formerly selling agent of the Louisiana Red Cypress Company, with offices in the First National bank, is now connected with the Dwight Hinckley Lumber Company as secretary. The company has leased the yard of the old Cypress Lumber Company (now out of business) at the corner of Wade and Dalton avenues.

The T. B. Stone Lumber Company has erected an office on its yards at the foot of Hopkins street, and has moved there from the suite of offices in the Union Trust building.

Cases to be decided on the "square deal" platform of the Lumbermen's Club of Cincinnati continue to bob up. Two are now in the hands of the committees, who will see that justice is done to both parties of the disagreement. One of the cases is an appeal from an out-of-town concern, while the other is between local houses. The cases will be decided within the week.

Sam Conn came home to spend Thanksgiving Day and immediately returned to the plant of The Tensas River Lumber Company, which is being rapidly put in shape.

Fred Conn of The Bayou Land & Lumber Company is recovering rapidly from the results of the operation performed several weeks ago, and is now able to put in a regular appearance at the office.

Mowbray & Robinson of Cincinnati started their new mill near Jackson, Ky., last week. The railroad has been extended to the plant, and the firm now has every facility for the rapid handling of lumber.

EVANSVILLE

The next meeting of the Evansville Lumbermen's Club will be held at the St. George Hotel on Tuesday evening, December 13, at which time the committee on publicity will render a report on the campaign they have outlined for the coming year. This is expected to be the largest meeting since the club was organized.

The hunting party which left this city for Mississippi on November 15 returned last week after having spent about ten days in the forest. They reported an enjoyable time and, except for an accident to one of the party, Leland G. Banning of Cincinnati, they could not have wished for a better trip. Mr. Banning, while riding horseback through a densely forested river bottom, was dragged from his mount by an overhanging limb and sustained a badly dislocated shoulder. Members of the party with Mr Banning were unable to reset the injured member and more than six hours elapsed and a journey of several miles was covered before competent surgical aid could be secured. Although

[illegible] is not [illegible] scale in that city for the manufacture and sale [illegible] and treasurer of the concern.

Roscoe Cutsinger of the Diamond Veneer Company [illegible]

SOUTH BEND

The Red River Lumber Company was incorporated [illegible] developing a large tract of timber located in Louisiana. The incorporators are W. L. Kizer, S. M. Robinson and Dr. G. P. Morey, all of this city.

Harry E. Schadt, sales manager of the Hyde Lumber Company, has just returned from a ten days' trip to the company's band mills and yards at Arkansas City, Ark., and other lumber points in the South. He reports steady operation of the mill and prospects for 1911 encouraging. The company has recently put in a new band mill to take the place of the circular mill formerly operated.

The South Bend Mill & Timber Company was incorporated with a capital stock of $10,000. Jacob E. Kuntz, S. W. Cordray and M. Cordray are the incoporators. Mr. Kuntz is also proprietor of the South Bend Dowell Works. The company will erect a new sawmill and planing mill.

J. W. Martin of the Martin & Eckman Lumber & Timber Company just returned from a business trip in interest of his firm. He reports business very satisfactory for this time of the year. The company is buying considerable timber for its mills at Cassopolis, Mich., and expects steady operation the entire winter and spring of 1911.

MEMPHIS

There has been practically no change in the conditions surrounding the hardwood lumber industry in this territory. Weather conditions have been very favorable for the operation of the mills, and in most cases plants have been kept running full time. Lumber interests here have done everything they could toward securing an adequate timber supply before the unfavorable weather sets in. It is known that there is no excessive supply of hardwood lumber in this section and because of this fact manufacturers will doubtless be influenced largely in determining prices by the conditions which surround production in the next few weeks. It is accepted as a foregone conclusion that there will be an active demand after the holidays, and it may be said in the same connection that there is a decided feeling of optimism in regard to the outlook.

Bank clearings here for the month of November were in round figures $48,000,000, or virtually $2,000,000 per day. This total represented an increase of about $10,000,000 over the previous highest record in this city, which was $38,000,000. Large movement of cotton and the high prices obtainable therefore have doubtless contributed heavily to this showing, but at the same time there has been a healthy increase in business in every direction. Lumbermen have [illegible] is shown by the fact that some of the large firms here have recently declared that they were doing more business than for several years at this date.

Conditions in the car situation have shown no change. Cars can not be furnished always as requested and after they have been loaded it is not always possible to have them promptly moved. However, the maximum movement of the cotton crop has passed within the week and a rapid decrease is to be expected. As soon as this is the case there will be more cars for the use of the lumbermen and other shippers, and it will be possible for all other lines to do a more satisfactory business.

The election of Floyd F. Roberts of Roberts & Son to membership in the Lumbermen's Club of Memphis Saturday afternoon, brought to light the information that he is connected with his father in the operation of a mill five miles south of Memphis and that the firm has recently opened yards in New South Memphis.

Much interest has been felt here during the past few days in the report that the Frisco System had gained control of the New Orleans & Great Northern. There has been no definite confirmation of the report, but it is understood that if this should prove to be true it would be the means of opening a direct line on the part of the Frisco System from Memphis to New Orleans, thus providing another important export outlet.

The Brown Lumber Company, Paragould, Ark., has purchased the yard and other holdings of the Dickinson-Pearce Lumber Company at Marmaduke, Ark., for a consideration of $2,500. The Brown company will also take over and operate the mills which were formerly under the Dickinson-Pearce company's control. The latter concern was forced into bankruptcy some time ago because of its alleged inability to promptly meet its bills.

The Varner Land & Lumber Company, Lincoln Co., Ark., recently purchased between 4,500 and 5,000 acres of timber land from T. H. Collier, through its Pine Bluff agency, paying therefore between $120,000 and $125,000. Following the closing of this deal it is announced that it has leased fifteen acres of land adjoining this tract, on which it will erect an up-to-date sawmill plant at once. The point of location is practically at Altheimer, Ark. In addition to the erection of the sawmill plant about one hundred houses will be built for the use of the employes. The tract of land is said to be one of the finest in the entire South.

The glueing-up plant, which was recently projected at Helena for the manufacture of glued-up parts to be used in furniture making, is nearly completed and will be ready for operation by the first of the new year. This plant is being erected by the Scott Manufacturing Company.

W. H. Russe of Russe & Burgess, Inc., has recently returned from an extended European trip. He left here early in October and went abroad as one of a committee of three to look after certain features of the work of the National Lumber Exporters' Association.

S. C. Major and bride have returned from their wedding trip and are now at home to their friends at the Hotel Gayoso.

W. B. Morgan and F. T. Dooley, both of whom are candidates for vice-president in the coming election of the Lumbermen's Club of Memphis, are leaving the city tonight and will be gone until practically the time for the election to be held. They have a number of friends, however, who will see that their interests do not suffer. Mr. Morgan is a candidate for second vice-president on the blue ticket and Mr. Dooley is a candidate for first vice-president on the red.

Walter Sharp, representing the Liverpool selling agency of Churchill & Sim, London, has been here during the past few days in conference with firms who use this agency in making their foreign sales. He was a guest at the last meeting of the Lumbermen's Club.

W. A. Ransom, president of the Gayoso Lumber Company, has recently returned from a business trip to Chicago. He has been accused of picking up a few stray orders in Chicago but it is understood that he picked not only a few orders but a considerable bunch of these while on his latest trip.

Wm. Wright of the Wright-Bachman Lumber Company, Portland, Ark., spent Saturday and Sunday in Memphis. He reports a good foreign demand for plain oak and gum, and says that conditions abroad are improving.

BRISTOL

The band mill of the Peter-McCain Lumber Company was put in operation this week and will run steadily, turning out about 40,000 feet of stock daily. The mill is well stocked with logs from the company's new timber tract in Sullivan county.

O. H. Vial, who is operating a band mill in Greene county, Tenn., at Patterson Mill, was in the city this week. He reports that as yet his operations have been unaffected by the bad weather and that he expects to run pretty steadily through the remainder of the winter season.

The Damascus Lumber Company, operating a band mill at Damascus, Va., not far from Bristol, has already cut 19,000,000 feet of stock this year and will round out its twentieth million before the end of the present month. The company is well supplied with timber.

An amendment to the charter of the Watauga Manufacturing Company, with mills and offices at Damascus, Va., granted last week by the corporation commission of Virginia, increases its capital stock from $25,000 to $50,000. This is in keeping with the plan of the company to extend the scope of its business.

The railroads in this section report that the volume of traffic is holding up well, and that lumber shipments are somewhat heavier than for some time past. The coal traffic is active and the tonnage the heaviest for many weeks.

J. A. Wilkinson has put in operation two mills at Ellett, Va., on the line of the new Virginian Railroad, where he recently purchased a large tract of timber.

Among the visitors here last week were Robert Vestal, Knoxville, Tenn.; W. S. Whiting, Whiting Manufacturing Company, Asheville, N. C., and R. E. Wood of the R. E. Wood Lumber Company, Baltimore.

The Whiting Manufacturing Company is extending its operations and is preparing to do business on a much larger scale than ever. It has purchased almost the entire county of Graham, in North Carolina, including Robbinsville, the county seat, and is now interested in the erection of a new line of railroad from the timber property.

CHARLESTON

J. E. Hall is installing a new mill at Mink Shoals, along the Coal & Coke Railroad, on Elk river, near this city, where he will cut oak ties.

To establish a central bureau or lodge and subordinate bureaus or lodges throughout the country for the purpose of soliciting and securing employment for lumbermen, is the purpose of the Lumbermen's Employment Association, with headquarters at Buckhannon, W. V., which has been incorporated under the laws of this state. The concern has an authorized capital stock of $25,000 and the incorporators are J. F. Keegan, J. F. Giffin, William S. O'Brien, C. E. Hiner, Eugene Brown and James Dailey of Buckhannon; Monroe Hill of Buffalo, N. Y.; A. L. Donachey of Kane, Pa.

A charter was recently granted to the Hope Lumber Company of Weston, W. Va., with chief works at Heaters, W. Va. It will deal in timber and timber lands and manufacture lumber. The capital stock is $25,000, and the incorporators are J. W. Farnsworth, Linn Brannon, J. A. Henderson of Weston; P. W. Smith of Heaters, and A. O. Harper of Horner, W. Va.

The Hardman Lumber Company was recently incorporated at Elkins, W. Va., with chief works in Randolph county, W. Va. Its capital stock is $50,000 and J. F. Henderson of Pitts-

burg, Pa.; T. E. Hardman, A. G. Hardman, W. H. Mason and B. M. Hoover of Elkins, W. Va., are the incorporators.

A certificate has been issued the Campbell Lumber Company of Marlinton, W. Va., decreasing its capital stock from $350,000 to $250,000.

T. W. Raine of Durbin, W. Va., was a visitor here early this week. He reports everything busy at his works in Randolph and Fayette counties.

The Croft Lumber Company has changed its principal office from Cumberland, Md., to Alexander, W. Va., where its works are located.

George Weimer of George Weimer & Sons of St. Albans was here conferring with local lumbermen this week.

A charter has been issued to the West Virginia Lumber Manufacturing Company of Guyandotte, W. Va., to deal in timber and manufacture lumber. The company has an authorized capital stock of $25,000 and the incorporators are J. G. Wilson, O. H. Wells, W. F. Kahler, V. H. Crites of Guyandotte; J. T. Graham of Huntington.

ST. LOUIS

The next meeting of the Lumbermen's Club, at which time the annual election will take place, will be held at the Planter's hotel on Tuesday evening, December 13. F. A. Diggins of Cadillac, Mich., president of the National Hardwood Lumber Association, will be the principal speaker. In addition to the election of officers, reports of the officers for the past year and of the various committees will be presented to the club.

The two committees appointed at the November meeting to nominate officers have decided on the following names, from which new officers will be selected:

President, J. E. Gatewood.
First Vice-President, J. W. Putnam.
Second Vice-President, Thos. W. Fry.
Treasurer, E. C. Robinson.
Secretary, J. B. Kessler.

Building operations for November, according to the report of the building commissioner, were $1,306,623. Of this amount, $68,653 was for alterations. More than 500 permits were issued. Of these 88 were for brick dwellings, each costing less than $20,000. The total expenditures for this class of structures will be $274,800. Fifty-four flats and apartment houses were permitted, the aggregate cost of which will be $260,900. Included in the permits was one for a new hospital which will cost $300,000.

The following is the amount of lumber inspected and measured by the Lumbermen's Exchange of St. Louis during the month of November, as reported by the secretary of the exchange, A. H. Bush:

	Feet.
Yellow pine	8,821
Plain oak	321,500
Quartered oak	135,019
Maple	27,756
Ash	12,289
Gum	51,181
Sycamore	11,809
Beech	8,928
Hickory	15,321
Cypress	38,117
Poplar	15,830
Spruce	1,264
Total	650,830

The lumber yard of the Little Lumber Company, 100 Soulard street, was completely destroyed by fire December 4. The machinery, lumber and building of the Staudte & Rueckoldt Manufacturing Company, manufacturers of saloon, store and office fixtures, was also damaged and the lumber yard of the Chas. F. Luehrmann Hardwood Lumber Company was endangered. The total loss is estimated by the owners at about $45,000. The loss of Staudte & Rueckoldt Manufacturing Company was about $25,000.

The Millmen's Association of St. Louis, representing the local planing mill interests, has moved into the Wright building from the old Third National Bank building. The president of the organization is Robert B. McConnell, superintendent of the Huttig Sash & Door Company.

The hardwood and supply building of the Fidelity Lumber Company in Maplewood, a suburb of St. Louis, was destroyed by fire November 29. The loss to the company on the buildings and stock is about $8,000.

After a trip of about two weeks visiting the cypress mills of the Chicago Lumber & Coal Company, L. E. Cornelius, manager of the cypress department of the company, is back at his desk.

The Chas. F. Luehrmann Hardwood Lumber Company reports quite a satisfactory call for nearly all items on the hardwood list. The request for plain and quartered oak has been particularly good. The demand for red gum, of which the company makes a specialty, has also been satisfactory.

J. P. McHugh, recently with the J. C. Turner Cypress Lumber Company, and later with the Louisiana Red Cypress Company of New Orleans, has been appointed assistant manager of the cypress department of the Chicago Lumber & Coal Company.

The office of the J. S. Vaughn Lumber Company has been moved from Main and St. Louis avenue to the new yard of the company, opposite the Lothman Cypress Company. The location is a splendid one for shipping facilities.

LITTLE ROCK

The Droz Lumber Company, near Huron, in Izard county, sustained a serious fire in the drying rooms recently. The fire originated in the engine room. A considerable supply of finished product was destroyed.

Fire also destroyed the saw mill of Hess & Richards at Cotter last week. Fortunately, new machinery just purchased for the plant had not been installed and was consequently not damaged by the fire.

Charles Q. Long, a lumberman of Mt. Pleasant, Tenn., has purchased a tract of about 1,000 acres of oak timber land in Drew county and will establish a mill in that locality.

Work has commenced on the new veneer factory for Helena. The plant will employ fifty men. Charles Nelson is to be manager of the plant.

Walnut timber buyers are reported to be offering fancy prices for all the available timber, particularly along the Arkansas river. Much activity in this line is reported from Ozark, Atkins and other points in that section.

A large mill is to be established by the Varner Land & Lumber Company near Altheimer, where a fine tract of land has been purchased by the company from Col. T. H. Collier. The land embraces 5,000 acres of virgin hardwood.

A new wood-working plant, chartered by the state, is the Hub Manufacturing Company of Jonesboro. The company will manufacture all kinds of wagon material, and is capitalized at $25,000, all of which is subscribed.

One of the largest concerns chartered recently is the Ozark Land & Timber Company of Rogers, which proposes to establish a number of lumber mills in the northwestern part of the state. The company is capitalized at $150,000.

The car situation grew so serious in some sections of the state this month that the State Railroad Commission finally took a hand. Complaints from the C. E. Ferguson Sawmill Company of Woodson came to the commission several weeks ago to the effect that the company was able to get but three cars in October, and that trouble of a similar nature had been experienced in November, although requests for cars had repeatedly been made.

The railroad commission finally took the matter up on the ground of discrimination against the Woodson concern, and served notice that mandamus proceedings against the St. Louis, Iron Mountain & Southern Railway Company would be commenced in the circuit court to compel the company to furnish cars. At the last minute the lumber company notified the commission that cars had been received, and the action was postponed, with the understanding that if the cars are furnished in the future no litigation will be undertaken.

WAUSAU

The Crandon Manufacturing Company of Crandon is this fall buying all the birch logs for hub timber it can secure. A contract has been made with the Stevens Lumber Company of Rhinelander for all the timber of that class that the latter company will cut this season. Several hundred carloads will be delivered by the Stevens company.

Joseph R. Farr, who for several years has been connected with the Indian Department at Washington, states that it will probably be necessary to build about six miles of railroad in the Menominee reservation to handle the timber destroyed by fire last summer. The government mill at Neopit is so far away from this timber that in order to handle it some arrangement must be made.

The Peninsula Box & Lumber Company will carry on extensive logging operations along the Peshtigo river the coming winter. The logs will be cut at mills in Peshtigo and Menominee.

A tract of timber in the counties of Delta, Marquette, Dickenson, Iron and Menominee, Mich., comprising 20,000 acres, has been purchased by the I. Stephenson Company of Marinette, Wis. This is one of the largest deals made in that section in some time. A large amount of timber will be cut off these lands and hauled to the company's big mills at Wells.

MINNEAPOLIS

Reports from the Wisconsin woods indicate that conditions are favorable for the opening of the logging season. The ground is freezing quite solid and so far not much snow has fallen. There is a good bottom for the roads and conditions are just right for cutting timber.

The Nolan Brothers Hardwood Lumber Company will open its Minneapolis sales office January 1 at 553-34 Lumber Exchange. Shipments of lumber from the mills in Tennessee are already on the way and it will have a good stock of lumber at the new distributing yard in Minnesota Transfer by the beginning of the year.

John Burmeister of this city, treasurer of the Nolan Brothers Hardwood Lumber Company since the reorganization, has been on a visit to his hardwood mill at Mayna, La.

Ralph Krebs of the Krebs-Scheve Lumber Company, St. Louis, was in the city recently soliciting orders from the factory trade for its [illegible].

GRAND RAPIDS

E. C. Allen of the Gibbs, Hall & Allen Company, with his wife and son, left December 6 for Aberdeen, Miss., where they will spend the winter. Mr. Allen is associated with his brother-in-law, Mr. Thornmark, in a mill and timber there and will look after the manufacturing end of the business this season, cutting gum, yellow pine, some oak, tupelo, etc.

Charles Cruickshank of the Aberdeen Lumber Company, Pittsburg, specialists in cottonwood and gum, visited the city recently.

O. J. Smith, sales manager for the R. G. Peters Salt & Lumber Company, Manistee, was in the city December 6.

The three mills of the Dennis Bros. Salt & Lumber Company, at Dighton, in Osceola county, are now in full operation. Sleighing has come early and bids fair to remain all winter.

[illegible] in Michigan at the present time. The Michigan Shippers' Association, with headquarters here, [illegible] freight rates to the Atlantic seaboard, and data is being secured to show that shippers of central and western Michigan are being discriminated against. The new uniform demurrage rules, which went into effect on all railroads November 1, cutting free time for loading and unloading cars to forty-eight hours, is also being fought by shippers and different lumber organizations.

J. S. Linton of this city, secretary of the National Association of Furniture Manufacturers, [illegible] conditions during the ten months ending October 31, reports a ten per cent increase in business over the corresponding period of last year. He also finds that stocks of finished goods at factories are below normal, all of which looks fine for business at the coming January sales [illegible]

Jones & Green are enlarging their flooring plant at Big Rapids and the improvement when completed, will double the capacity of the factory.

Woodenware factories in Ludington, Lansing, Hart, Copemish and Kalkaska, Mich., and Perrysville, O., were represented at a meeting of manufacturers held at the Morton house November 30. W. E. Chapman of Perrysville presided and matters of trade interests were discussed. The fast diminishing supply of hardwoods, especially of timber suitable for making large bowls, was gone into and it was the consensus of opinion that the price of these bowls should be advanced twenty-five per cent. The meeting was called by Ludington interests.

MILWAUKEE

John & Lee Law purchased a piece of property on the Chippewa river at Chippewa Falls, Wis., and will erect a sawmill. Both members of this new firm were formerly employed by the Chippewa Lumber & Boom Company.

A. C. Frost, formerly of Kenosha, Wis., is reported to have purchased 600,000 acres of timber land in British Columbia. Mr. Frost is at the head of a syndicate and the property is located on Moresby Island and includes a sawmill at Queen Charlotte City.

The Wachsmuth Lumber Company of Eau Claire, Wis., [illegible] at Lake Superior, [illegible] the Supreme Court in its appeal of the case brought against it by Jacob Johnson. The court decided that the lumber company was not liable for the damage to adjoining property, resulting from a fire, which destroyed its plant [illegible] years ago.

The Diamond Match Company has purchased the holdings of the Bundy Lumber Company. The mill at Rhinelander will be closed but logging operations will be continued and the logs will be shipped to the Green Bay, Wis., plant of the company.

Recent visitors in the Milwaukee hardwood trade include R. A. Taylor, Lee Wilson & Co., Memphis, Tenn.; Charles Moline of the I. Stephenson Company, Wells, Mich., and Mr. Cooper of the Bridge & Cooper Company, Ltd., Saginaw, Mich.

Logging operations by the [illegible] Company at Rhinelander, Wis., [illegible] the past summer, including the erection of a [illegible] and [illegible] gasoline [illegible]

Ed Lehmann of Appleton, Wis., has started a project for recovering sunken logs in Lake Winnebago. It is estimated that there are several million feet of logs at the bottom of this lake which [illegible] years [illegible] used for rafting purposes.

The Willow River Lumber Company has commenced operations at its New Richmond, Wis., sawmill, employing one hundred and fifty men. The Chicago, Minneapolis & Omaha road has resumed its log trains, and large quantities of logs are being shipped into New Richmond from the vicinity of Bayfield.

The Atwood Lumber & Manufacturing Company has closed its mill at Park Falls, Wis., for two months, during which time extensive repairs will be made to the plant. The company's planing mill will continue operations throughout the winter.

Milwaukee lumbermen and manufacturers are among the leaders in a movement which has been started to secure the early completion of the proposed outer harbor project that will do much towards increasing the water and rail shipping facilities of the city. Petitions have been circulated and freely signed urging the immediate purchase of Jones Island and for issuing $250,000 in bonds for this purpose, which is to be the initial step in improving the harbor.

United States Senator Isaac Stephenson visited in Milwaukee recently while on his way to Washington from his home at Marinette, Wis.

The J. S. Stearns Lumber Company has closed its large mill at Washburn, Wis., and has announced that this mill will be continued for only one more season, when the company's operations at Washburn will be finished.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

Though the fact that lumber consuming plants are actively engaged in taking inventories and consequently have not been in a position to buy to the extent that they might otherwise do, still the last two weeks in Chicago have been marked by a noticeable improvement over conditions prevailing for some time past. Many firms report that their total sales have shown a more favorable aggregate, and others that while their sales are still about the same, they have received more inquiries of late than throughout the summer and fall. Hardwood prices are tending to a healthy and more steady plane, though local concerns are still far from united in holding out for a fair profit. However, it seems more than likely that the next few months will bring a seller's market rather than a buyer's, as indications are that when the consumers start to purchase, their orders will come with a rush and there will be a consequent shortage of available stock. However, that time has not arrived, and it behooves the local trade to maintain, for awhile longer at least, a reasonable price on their goods, for by so doing they will be just that much advanced in the event of a general buying movement, over what they would be if they indulged in wholesale price cutting.

The sash, door and blind concerns continue to be about the best buyers. The sale to piano houses is practically nil. Furniture factories are using a little more lumber and evidence indicates that car houses are fairly active buyers.

Quarter-sawed white oak lumber is not a strong article in Chicago at the present time. The market seems to be overstocked, and sales [illegible] slow and effected only at very unsatisfactory prices. This is, however, the only kind of oak lumber which is not readily disposed of, the exact opposite being true of red oak in quantities. There is no remarkable change in the standing of any of the other stocks over the position prevailing two weeks ago. As then, high-grade stocks are commanding the best sales and the best relative prices, and there is still apparent a considerable shortage in this class of lumber at the mills. Good maple is probably scarcer just now than any other, though well-dried high-grade birch is sold without any difficulty when it can be secured. Red gum is still strong, with sap probably a little weaker than it was before. Sales of ash and hickory are fair and maintain their usual level of sales and prices.

Local lumbermen still complain of the difficulty in getting cars, though some of them have lumber tied up on the road which they cannot dispose of. Of the two, the latter is probably the most objectionable occurrence.

NEW YORK

The hardwood market at New York shows little material change. Prices on good-grade stock continue firm, with offerings in some classes of stock not overplentiful, but good-grade lumber, on the whole, is in fairly strong hands and the market is well held. In low-grade stock the market is not active and prices show sympathetic tendencies. Birch, poplar, chestnut and maple are leaders on the list and prices on certain items are quite stiff.

There is one encouraging feature about the situation and that is that stocks in the hands of buyers and local manufacturers are light, which assures more or less buying based on actual needs throughout the winter season, and will give the wholesaler considerable business. There are recent indications of an improved consumption in mill-work and other lines a little later on in the season.

BUFFALO

The local hardwood trade has been quiet for the last few days, partly due to the approach of the new year. A Buffalo hardwood lumberman, patrolling the Ohio river district, finds plenty of the lower grades of hardwoods, but none too much of firsts and seconds. He thinks the difference between plain and quartered oak is too great. There is some elm coming down from Michigan, but it is hard to get Michigan prices for it here. In hardwoods there is much said of the scarcity of maple and of high prices being paid for it. Some yards have been able to get stocks of it by lake, but the flooring mills in the Northwest are using much of the lumber at home. Poplar and chestnut are also in demand at good prices, and there has lately been more call for ash. Birch continues in good demand.

PITTSBURG

Hardwood conditions in the Pittsburg district continue to improve steadily. There is no big bulge in orders, but the business booked is more than sufficient to hold down stocks with the manufacturers. The tendency of prices is decidedly upward. In white oak it is hard to get enough stock to go around and the same is true of dry ash, hickory, maple and cherry. Mixed hardwoods are moving in better shape than at any time this year, the largest orders being placed by the coal companies. Yard trade is a little quiet at present, although November showed an increase in orders with nearly all the wholesalers of Pittsburg. The fact that a dozen or more big railroad and trolley concerns have within the past ten days placed orders or put out requisitions for enormous quantities

of rails, structural steel and cars, is taken by the lumbermen to mean that some big business may be expected from that source after the first of the year. Pittsburg is getting ready to spend large sums of money for municipal improvements and industrial extensions and the prospect for a better year in 1911 is very flattering.

INSURANCE COST

As a lumberman you carefully analyze the cost of your stumpage, manufacture and sales, but your insurance is usually bunched with "general expense."

We can convince you that fire insurance is worthy of even more careful analysis and attention than any other feature of your business.

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White Pine, Oak, Poplar, Chestnut and Hemlock Lumber

WHITE PINE AND OAK TIMBERS ON SHORT NOTICE

RAILROAD TIES

We own our own stumpage and operate our own mill.

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Sales Office: RIDGWAY, PA.

Greenbrier Lumber Co.

Manufacturers

White Pine, Hemlock and Hardwoods, from our own lands.

Pine and Oak our specialty

NEOLA, W. VA.

BOSTON

The market for [illegible] satisfactory. Outside of the general tendency upon the part of buyers to act in a conservative way, wholesalers have had to meet what they term very unfair competition from large and small manufacturers of hardwood lumber.

Prices are more or less unsettled, although dealers state really good grades are held with a fair degree of firmness. The call for quartered oak is not large. Plain oak has held fairly steady, with a good demand. Maple is slightly firmer than it has been and some dealers report a good call for birch and basswood. Whitewood and cypress is an rather quiet call.

BALTIMORE

There is nothing new of a [illegible] in the hardwood trade. Manufacturers and dealers are running along in about the same way, except as the end of the year draws near the yards and other buyers are curtailing their purchases so as to wind up the twelve months with obligations held down as low as possible. Nowhere are there especially heavy accumulations. Some piling up of stocks is in progress at the mills, but the supplies are by no means excessive, and the lumber now on sticks can be disposed of without trouble. The inquiry for export stocks is quite brisk, and quotations are maintained at comparatively high figures. The belief prevails that when the British elections are out of the way the demand from there will greatly increase, and the foreign movement will be swelled to impressive figures. Notwithstanding the tendency on the part of the yards to hold down, the range of prices has in no wise weakened, and the holders of stocks are disposed to make no material concessions. The car builders and the other large consumers of hardwoods are backward in buying. The furniture factories and similar woodworking establishments, however, are operating full time.

Common chestnut is still ruling very low, with the returns leaving the sellers minus profits. Common poplar and oak, on the other hand, are finding ready sales. All high-grade stock is in good request at moderate figures, the only exception just now being in wide poplar, the demand for which is still easy.

CLEVELAND

Lumbermen here are well satisfied with the way in which business is coming in as the year draws to a close. There seems to be a firmer tone to the market and a more general demand on all lines for hardwood stock.

The automobile market, which has been somewhat backward for several months and which has let up on its demand for wide poplar boards for body making, is again reviving and making a call for good stock. The demand for the better grades of both quartered and plain oak is also noticeable. Interior finish in mahogany and Circassian [illegible] quite brisk.

COLUMBUS

The hardwood [illegible] good in most branches. The movement of the lower grades is better and both the higher and lower grades are in good demand. Prices on most varieties of hardwoods are rather strong. What changes have been made in quotations have been towards higher levels, and in no cases have recessions been made.

The yard demand is still ahead of factory demand, although the latter has shown some improvement recently. Automobile factories are now in the market for larger stocks and the same is [illegible] tories. Orders are pretty well distributed over the country, but the Middle West and the West show up the best in that regard. The car sup[illegible] Business. Collections have improved in most places and, on the whole, the tone of the market [illegible]

Quartered oak is in good demand and prices for firsts and seconds are firm. Plain oak is in good request and the volume of business is satisfactory. Poplar is in active call at fair prices. Chestnut is wanted in many places and prices are strong. Sound wormy ash is stronger and sales are larger, while there is a good [illegible]

CINCINNATI

December opened to a fair volume of business, with indications of continuing until the end of the year. Collections have been rather slow, and hardwood operators are inclined, in a measure, to lose their composure and spirit of optimism. The long-continued slowness in the demand for hardwoods has been trying upon the merchants and manufacturers, as the prices have remained at the lowest possible point. However, during the past fortnight more encouraging inquiry has developed for quarter-sawed oak. More inquiries are being received for selected quarter-sawed white oak and the movement of both red and white has been fair. Plain-sawed white oak is showing signs of scarcity, owing to the efforts of millmen to get the better price for quarter-sawed out of the log, the prices of which were never known to be as high as at present. Close inquiry has revealed the fact that the cut of oak in the regions tributary to this market has been light during the present season, principally from the inability of the millmen to get logs. Chestnut remains quiet, with but light demand for the top grades, while medium, rough and heavy stock has been meeting with a fair movement. Sound wormy is selling well for good-grade, while the demand for low-grade stuff is light. The volume of low-grade sound wormy has been a deterrent to better prices for good-grade.

The carriage making industry keeps ash to the front as a market feature, while there is some movement of furniture and manufacturers' grades. Heavy white ash that is well seasoned is scarce, as is bone dry, which is what the wagon-makers desire for immediate use. Hickory is meeting with a good volume of trade from the wheel, shaft and pole manufacturers, while hickory boards of good length are hard to get. Poplar is again slowly coming into its own as a feature of the market. Recent advices from the automobile trade are to the effect that preparations are being made to manufacture on an extensive scale during 1911, and that the demand for wide, clear stock will be strong before spring, though it is intimated that the high prices will not be reached. Good, clear wide panel stock is receiving some inquiry, while box boards are in good movement. Furniture and manufacturing grades are moving steadily. Low-grade poplar is plentiful, and the prices correspondingly low. Red gum is receiving fair attention from the furniture manufacturing industry, while the movement for interior finish manufacturers is somewhat lighter. Interior trim and gum flooring are attracting little attention. Walnut is in good supply but the movement light, and principally to foreign buyers, but there are no reports of large shipments to foreign countries. Cherry is in good supply but the movement is light. Birch, ma[illegible] supply, but only few sales are being made.

EVANSVILLE

The market in this section remains about the same, most of the local concerns doing a fairly [illegible]

not could do much better. The demand shows very few specialties, there being moderate demand for all kinds. Prices remain about the same. Very little improvement is shown in collections, there being a tendency at this time with the trade, consumers and wholesalers alike to try to give long time paper. Especially is this noticeable with factories. Local mills are running full time, with a good supply of logs in their yards.

SOUTH BEND

Business conditions in the city seem very encouraging and all business men take an optimistic view of the beginning of 1911. Building in the city shows an increase of sixty-five per cent over 1909. This year will be the record-breaker of any year during the history of the city. The lumber market has been very satisfactory, although it is a little quiet now, as holiday time is near and a great many factories close for inventory, repairs, etc.

BRISTOL

The situation in the lumber trade is unchanged, although there is a decided tendency for the better. Prices are holding up well and the demand is slightly improved. It is the general belief that trade will move off much better with the new year. The large concerns generally are winding up a fair year's business, and most of them will make a good showing. Low grade stock is not moving as fast as it might.

ST. LOUIS

There continues to be but little change in the hardwood situation at this market. A slight improvement is reported, but not enough to bring joy to the trade. There is a steady buying, but orders are only for immediate wants. It is thought that after the beginning of the year buying will be better and for larger quantities. The feeling in spite of the present situation is optimistic. There is a seasonable volume of trade in plain oak, red gum and a few other items.

NEW ORLEANS

Hardwoods taken wholly have showed some improvement, both in price and demand. The furniture manufacturers have come into the market to a considerable extent, thus improving the sale of oak and other furniture wood. Oak, both plain and quarter-sawed, is gradually working back to its old level, and it is scarce at the mills. Other hardwoods are moving slowly, but prices are fair.

MILWAUKEE

While business in the local hardwood market is not as good as might be wished for, lumbermen say that trade is larger in volume than at this time a year ago. Both dealers and jobbers state that business for the month of November was at least one hundred per cent better than for the same month in 1909, and are unanimous in predicting that the year 1911 will see much improvement in the general lumber trade. However, little improvement is looked for until after the opening of the new year, since most of the manufacturing concerns will soon be in the midst of their annual inventories.

Prices are holding well. The demand is good for plain oak, and stocks in this line are scarce. Two-inch white oak is also in good request. Birch stocks are low as usual at this market. Maple is selling fairly well, although the demand has fallen off during the past fortnight.

MINNEAPOLIS

Shipments are not heavy at this time, being largely confined to mixed car orders, but these mean good money. The tone of the market is strong and prospects are excellent because of the limited stocks on hand and the strength of the market elsewhere. Dealers here have been enjoying a good demand for oak and birch, No. 1 and better, from the far West. They have disposed of considerable low-grade stock this fall, thus reducing the surplus, which was an embarrassment all summer. Basswood is looking up right along and the price has braced up as to the upper grades. Culls are also looking better, though the actual market is no higher.

One factor that has operated to brace the market here has been the inquiries from southern concerns for birch and oak, indicating short stocks in southern territory and less movement of southern hardwood this way. Naturally there is not much call from the factories at this season, as most of them are on the point of taking inventories, if not already engaged in the work. But inquiry is general and shows that buyers are keeping track of the market, for fear of being caught in a shortage. Wagon stock is selling well and yard stock in mixed cars is moving freely even now.

GRAND RAPIDS

"Seasonable dullness" is the way local dealers describe the hardwood situation. This is preeminently a furniture market and the manufacturers cannot be expected to buy lumber intelligently until after the January exposition. Inventory time is close at hand, and it is the general policy of buyers to keep stocks low until after inventory. Indications are pointing, however, to a pretty good year ahead.

LIVERPOOL

The volume of trade passing has not been great, but there are very distinct signs of improvement. Prices all around seem to be hardening, and pitch pine, among other items, has gone higher, mainly owing to the big demand from dock extensions in Liverpool, and also to the increased cost of freight. Mahogany values are not so strong and the sale prices hardly came up to previous levels. Round American ash seems a good spot, though second growth logs are amply stocked at present. First growth wood is wanted, especially in the larger sizes, and parcels with good proportion of long lengths are bringing record prices. Round hickory is very scarce and there is really no good wood on hand. Shippers are advised to make a strong point of round, first growth ash and round hickory logs in their immediate shipments. The wood is badly wanted and good prices are certain to be realized. Birch logs are very strong at present, and there is little available stock on hand. Round white oak is also firm and can be shipped with confidence. Wide cottonwood seems in good demand and one large inquiry has been received in the market for 1x12 inches and up and 1x18 inches and up. Holders of this stock should be able to get a good order, but the price to be paid will not be a high one. Walnut and canary whitewood are good points, but oak boards are not so firm. Prime stocks are slow, but prime quartered stocks are better and moving briskly. Oak planks are fair and there seems to be a moderate run of 2, 2½ and 3-inch cabinet planks. Ash planks are also good, but buyers here will not pay the price for prime stocks, which should not be shipped without definite orders. No. 1 common stocks are always saleable, and 5-inch and thicker planks, in either grade, will find a quick sale and a high price. The market is ready for a big supply of these thick ash planks.



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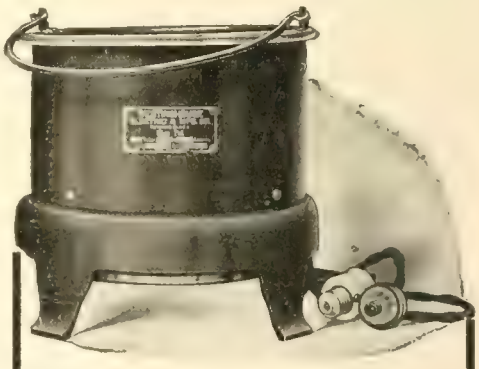
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Glue Pots and Glue Cookers

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Being electrically heated, they do away with all piping and the attendant leaky connections; give off no smoke or fumes; produce no flame, eliminate fire risks.

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Eight words of ordinary length make one line.
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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

See Page 44 For Additional Wanted and For Sale

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WANTED

A combination buyer and salesman competent to inspect hardwoods cut and work acquainted with Indiana mill. A good opportunity is open for a level-headed young man who is ambitious, energetic and of good habits and ability. Address BOX D [illegible] care HARDWOOD RECORD.

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for a large and prosperous company operating and sawing hardwoods. Must be a man possessing executive ability, capable of handling a large and important correspondence, making contracts, etc. To the right man we will pay a very liberal salary. All replies treated confidential. Address OTIS [illegible] Chippewa St., New Orleans, La.

WANTED

A wholesale [illegible] a bright young man as office assistant in our hardwood department. Must be a good correspondent and capable of using good judgment in quoting prices, sending out inquiries and orders in absence of manager.

One with some knowledge of hardwood lumber and grades, and also experience in a wholesale office preferred. A good opening for an ambitious young man. Address

BOX [illegible], care HARDWOOD RECORD.

HARDWOOD SALESMAN.

We have an opening for a high-class corporation or general lumber salesman. State age, experience, salary, or salary and commission expected. Address in confidence

HIGH CLASS, care HARDWOOD RECORD.

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SECOND-HAND SHAY LOCOMOTIVE

Wanted: A second-hand 24 or 30 ton Shay locomotive, 36 inch gauge. State price and how soon delivery could be made.

HUME-BENNETT LUMBER CO., Saginaw, Co.

FOR SALE.

A Fay-Egan No. 4 Band and Scroll Resaw in fine condition, as good as new, and at low price. THE WAIT-FULLER CABINET CO.,
Portsmouth, Ohio.

FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,
P. O. BOX 345. Muncie, Ind.

SECOND-HAND MACHINERY.

for sale. One No. 32 improved iron frame dimension plane machine. Plane 24 or 30" wide and 24" thick. Power elevating cylinder, friction feed, cylinder four-sided and slotted on each side. Power feed roll attachment.

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2—30x48 Cooper Corliss Engines.
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Also other sizes and large stock of generators, both direct connected and belted. Locomotives and cars.

THE DORNER RAILWAY EQUIPMENT CO.,
193 Michigan Ave., Chicago.

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
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GREAT BARGAINS.

Pine or Hardwood Timberlands.
THOS. D. WARREN, New Bern, N. C.

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247,100 acres pine in heart of timber belt of Durango, Mexico. 19 miles from Mexican International R. R. $2.00 per acre.

247,100 acres pine in Chihuahua, Mexico. 10,000 feet to acre. Big lake and river on property. Sixty miles from Parral & Durango R. R. $1.42 per acre.

988,400 acres mahogany, rubber, chicle, cabinet and construction hardwoods in Campeche, with fine transportation facilities. $1.62 per acre.

212,565 acres hardwoods and pine in Guerrero. Big river on property. 61 cents per acre.

19,768 acres hardwood in Campeche. 30 miles from railroad. 76 cents per acre.

35,618 acres hardwood, with 500,000 hennequin plants, rubber, etc., with $50,000.00 in improvements and railroad station on property. Rich tropical land. $3.00 per acre.

E. B. STUART, 36 Ashland Blvd., Chicago.

HARDWOOD AND CYPRESS.

28,000 acres N. C. original forest. 200 million feet, ⅓ poplar, ⅔ oak. Price $15.00 per acre.

100 million feet cypress. Good location and low price.

25 million feet oaks, gum, pine, etc. Will sell the logs delivered at railroad station, to be paid monthly.

Standing trees, mostly oaks, original forest, on floating streams, near R. R. Very low price.

2,000 acres Kentucky, near R. R. Original forest, mostly oaks; fine poplar, hickory, etc. Over 22 million feet. Price $20.00 per acre. Address "BOX 111," care HARDWOOD RECORD.

FOR SALE.

Twenty-one thousand acres virgin timberland in North Louisiana; will cut 7,000 feet per acre; 40 per cent white oak, 20 per cent red oak, 40 per cent red gum. One R. R. runs through the land and another 3½ miles west of it. The land is suitable for raising cotton, corn, oats, rice, etc. Price $12.00 per acre; one-third cash, balance on reasonable terms. Address

MAX FLEISCHER, 258 Lewis St.,
Memphis, Tenn.

LUMBER FOR SALE

AUTOMOBILE AND WAGON STOCK

1 carload automobile spoke billets, hounds and felloe stock cut to order.

PRATT-WORTHINGTON CO., Crofton, Ky.

FOR SALE.

15,000 feet ¾" No. 3 Common Beech.

Manufacturer has purchased more than needed and will dispose of this stock at a very reasonable price.

If interested, address
"BEECH," care HARDWOOD RECORD.

BASSWOOD FOR SALE.

500 M feet 4/4" firsts and seconds.
500 M feet 4/4" No. 1 common.
200 M feet 4/4" No. 2 common.
500 M feet 4/4" No. 3 common.
100 M feet 8/4" No. 3 common.
Write for prices.

W. H. WHITE COMPANY,
BOYNE CITY LUMBER COMPANY,
Boyne City, Michigan.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

LUMBER WANTED

QUARTERED RED OR WHITE OAK

1"x4"x11"—17"—19".
NORTHERN CHAIR CO., Grafton, Wis.

WANTED—OAK AND CHERRY.

We are open to contract with manufacturers for our next season's requirements in plain and quartered cut Red and White Oak, also Cherry. Write BARTRAM BROS., LTD., Ottawa, Canada.

WANTED—RED OR WHITE OAK.

2x2x25.
1½x15x36.
2½x2½x25—19.
WISCONSIN CHAIR CO., Port Washington, Wis.

WANTED—GUM PACKING.

Can use 20 to 30 cars, 1" No. 3 Gum, resawed once and cut to lengths from 19" to 46".

Quote your best price on above, f. o. b. shipping station, and give weight per 1,000 feet surface measure. Address

"H. M.," care HARDWOOD RECORD.

MANUFACTURER WANTED.

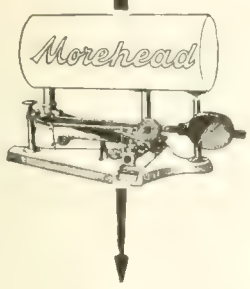
An old-established eastern wholesale firm desires to connect with a large, good manufacturer who can deliver the goods. Hardwoods preferred. Address "B.," care HARDWOOD RECORD.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.

HERBERT C. TURNER & CO.,
1 Madison Ave., New York.

25 Per Cent Fuel Saving



A guaranteed investment with guaranteed results.

DO you, as a steam user, appreciate the full significance of the above phrase? Do you realize that you can put your steam plant into a condition that will effect such a large saving in fuel?

A—— MOREHEAD STEAM TRAP

installation, will accomplish results far beyond your highest expectations.

Furthermore, you may have the privilege of proving to your own satisfaction, the truth of our claims — at our expense. Write for our trial offer proposition, and ask for "Trap Book."

MOREHEAD MANUFACTURING CO.
Dept. 8, DETROIT, MICH.



Looking into the Upper Runway of a Jeffrey Wire Rope Conveyer Equipment.

We insure satisfaction in handling Saw Mill materials and our equipments are rapidly replacing old methods of handling Lumber, Logs, Refuse, Etc.

Drop us a card for catalog H F 57.

THE JEFFREY MFG. CO.
COLUMBUS OHIO

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago

WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak, also 12x12 Timbers and Piling of all kinds.
CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

WANTED—WALNUT LOGS

for export, 16" and up in diameter. Cash and inspection at shipping point.
J. P. BROWN, Dyersburg, Ark.

WANTED—DOGWOOD & PERSIMMON BLOCKS.

Want to contract for large quantity. Write for specifications.
HIRAM B. WORTH, Greensboro, N. C.

DIMENSION STOCK FOR SALE

DIMENSION STOCK.

Cut from dry oak 2" thick and less, 3" to 12" wide. Prompt shipments.
WILLIAM SPENCER, America, Okla.

LOGS FOR SALE

FOR SALE.

Quantity small lignum vitae logs.
DIECKMANN HARDWOOD CO.,
San Francisco, Cal.

BUSINESS OPPORTUNITIES

WE OFFER FOR SALE

on very easy terms a portable mill, with the following outfit:

1 complete Frick Eclipse No. 1 saw mill and fixtures.

1 Mallory & Lavigne edger, [illegible], etc.

1 20 H. P. Frick boiler with 15 H. P. Frick engine combined.

1 15 H. P. Schofield boiler and 12 H. P. Schofield engine combined.

Above in good condition, set up in timber, ready to run. Also 3 log carts, chains, etc., 8 yoke of oxen, [illegible].

Standing timber on 1,400 acres of land, cruised and guaranteed to cut to exceed 4,250,000 feet of cypress of good quality.

3,200,000 feet long leaf and black pine; 3,200 cypress tie trees.

More standing timber can be acquired in the vicinity of [illegible].

Above property located in Alamo, Montgomery county, Ga., on Seaboard Air Line, which divides it about the center, about 100 miles from Savannah. A private sidetrack has just been installed.

Freight rates by rail to New York, 28c per 100 lbs.

Mill and timber free and clear from all encumbrances.

We will make contract to purchase any or all of the output of the manufactured lumber on grades by Louisiana Cypress Association rules.

For further particulars, apply to
JAMES & ABBOTT CO., Boston, Mass.

ARE YOU LOOKING FOR

a location to put in a small hardwood mill? If so, write me and I will put you next to one of the best propositions in the country. A money maker from the start. For particulars write to
F. D. MURPHY, [illegible] Bldg.,
Tacoma, Wash.

WANTED—PARTY

who can run a band mill and who has a little money, to take charge and run mill. White oak, thin lumber and flitch proposition. Owner has other business, but will buy thin lumber and make [illegible] that way. Address
"BAND MILL," care HARDWOOD RECORD.

FOR SALE.

Planing mill and lumber yard in a good southern city of 4,000; Junction two railroads; good schools; fine climate; two-story mill, with complete machinery, large lumber sheds, cement block making plant, blacksmith shop and six-room dwelling, one and one-half acres land. Everything in fine order and business prosperous. Good reason for selling. Big bargain for little money.
CHAS. R. KAPPES,
204 Dearborn St., Chicago.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

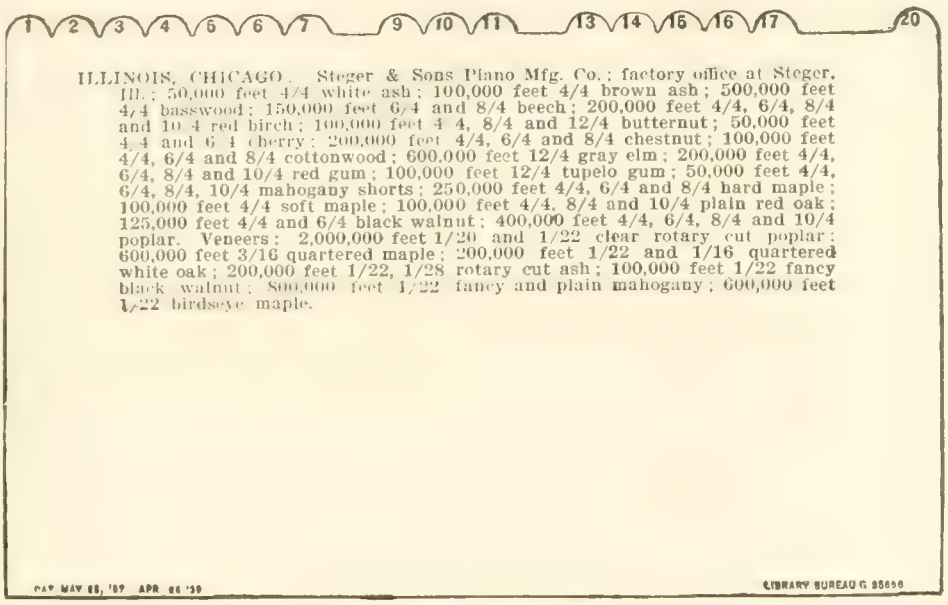
S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



Who Buys Hardwoods?

DO YOU WANT TO KNOW?


1 2 3 4 6 6 7 9 10 11 13 14 15 16 17 20

ILLINOIS, CHICAGO. Steger & Sons Piano Mfg. Co.; factory office at Steger, Ill.; 50,000 feet 4/4 white ash; 100,000 feet 4/4 brown ash; 500,000 feet 4/4 basswood; 150,000 feet 6/4 and 8/4 beech; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red birch; 100,000 feet 4/4, 8/4 and 12/4 butternut; 50,000 feet 4/4 and 6/4 cherry; 200,000 feet 4/4, 6/4 and 8/4 chestnut; 100,000 feet 4/4, 6/4 and 8/4 cottonwood; 600,000 feet 12/4 gray elm; 200,000 feet 4/4, 6/4, 8/4 and 10/4 red gum; 100,000 feet 12/4 tupelo gum; 50,000 feet 4/4, 6/4, 8/4, 10/4 mahogany shorts; 250,000 feet 4/4, 6/4 and 8/4 hard maple; 100,000 feet 4/4 soft maple; 100,000 feet 4/4, 8/4 and 10/4 plain red oak; 125,000 feet 4/4 and 6/4 black walnut; 400,000 feet 4/4, 6/4, 8/4 and 10/4 poplar. Veneers: 2,000,000 feet 1/20 and 1/22 clear rotary cut poplar; 600,000 feet 3/16 quartered maple; 200,000 feet 1/22 and 1/16 quartered white oak; 200,000 feet 1/22, 1/28 rotary cut ash; 100,000 feet 1/22 fancy black walnut; 800,000 feet 1/22 fancy and plain mahogany; 600,000 feet 1/22 birdseye maple.

SPECIMEN INDEX CARD

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

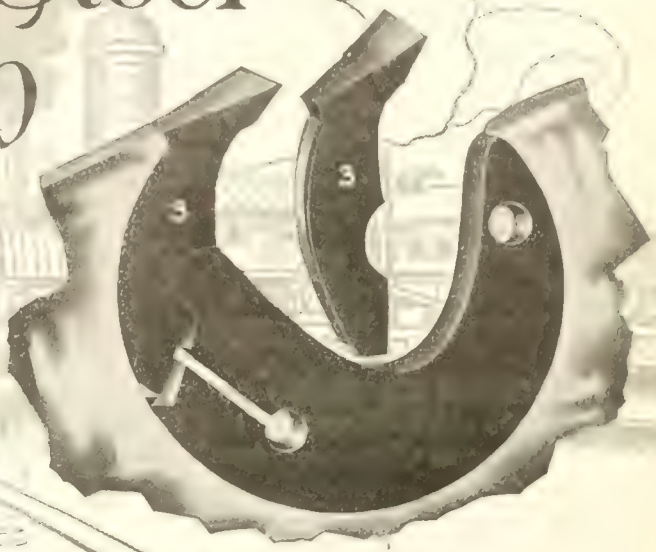
The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town
Name of concern
Name of buyer
Line manufactured
Kinds, grades and thicknesses of lumber
Kinds and sizes of dimension stock
Kinds and thicknesses of veneers
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

HARDWOOD RECORD, Chicago

Atkins Silver Steel Inserted Tooth Saws



If you are at all interested in High Grade, Extra Fine INSERTED TOOTH SAWS, it will pay you to try ATKINS SILVER STEEL SAWS. Because by actual comparative test, they are "The Finest on Earth."

THE PLATE

is of ATKIN SILVER STEEL. The same as used in our other High-Grade Saws. It will actually hold its tension longer than any other steel—thus saving an enormous cost for rehammering and general repair.

THE TEETH

are of a most expensive steel—made under a special formula. The raw product is analyzed in the sheet and proper heat treatment prescribed by the laboratory. This insures an absolutely uniform temper in each particular tooth.

THE HOLDERS

are made in a wide range of styles and sizes. Their construction is scientific, while easily manipulated, they possess great strength and rigidity.

It's so easy to try them. Just drop a line to your usual source of supply and say—"I want an Atkins Silver Steel Inserted Tooth Saw this time." If you are slow in getting it—write to the nearest address below and get quick and easy action.

E. C. ATKINS & COMPANY, Inc.

THE SILVER STEEL SAW PEOPLE,

HOME OFFICE AND FACTORY, INDIANAPOLIS, IND.

BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE. CANADIAN FACTORY—HAMILTON, ONT.

WE CAN
DOUBLE
THE CAPACITY
OF YOUR
DRY KILN.

SLAP IT ON
IT'S CHEAP

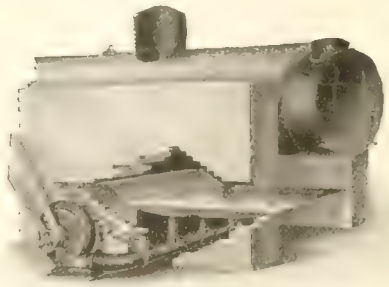
Ebonoid Kiln Coating protects headers, pipes, trucks and buildings from that destructive, acid-laden vapor which comes from lumber.

All kilns and equipment should have a coat of Ebonoid once a year. It seals the pores, saves heat and prevents depreciation. Brick and concrete need it just as badly as wood and iron.

INQUIRE TODAY

GRAND RAPIDS VENEER WORKS
GRAND RAPIDS, MICH.

The Gordon Hollow Blast Grate Co.
Greenville, Michigan



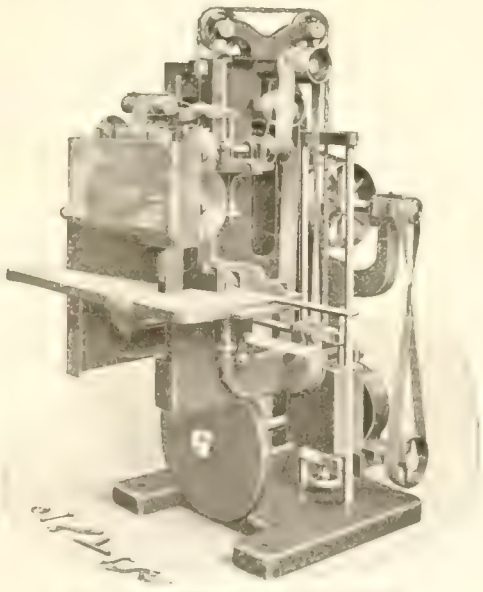
Manufacturers of the GORDON HOLLOW BLAST GRATE (so-called, although really the crude and impractical device of Gordon as perfected by Sprague, Potter and Van Deinse) and the "TOWER" line of edgers and trimmers.

The Gordon Hollow Blast Grate adds from 25 to 50% to the efficiency of your boilers, burns sawdust, chips, bark, shavings, edgings, trimmings, slabs, etc., readily, the fact that they are green or wet, or even that they are covered with snow and ice, being immaterial; saves labor in firing; is to all intents and purposes indestructible; necessitates no change in furnace construction; is easy to install; can be fired on without running the blower, which is sometimes necessary at night; throws no sparks; and is handled just like an ordinary grate.

Sold ON APPROVAL, subject to a trial of thirty days. In case of rejection WE pay the freight both ways.

The heaviest, most durable, most efficient blast grate made. The ONLY blast grate in which the size of the blast outlets can be changed. What is suitable for one kind of fuel may be too large or too small for another. The ONLY blast grate in which the blast outlets can be freed from obstructions without getting into the furnace or removing the bars. The ONLY blast grate in which there is access to the interior of the bar, which is often necessary to remove matter that cannot be BLOWN out.

A WORD WITH THE FLOORING MANUFACTURER



NO. 248 UNIVERSAL END MATCHER

If we could show you an **END MATCHER** that would increase your earnings and profits, you would grasp the opportunity, wouldn't you?

If we could show you an END MATCHER that would Sort, Butt and End Match at the same time without turning the flooring end for end, wouldn't it be worth your while to investigate?

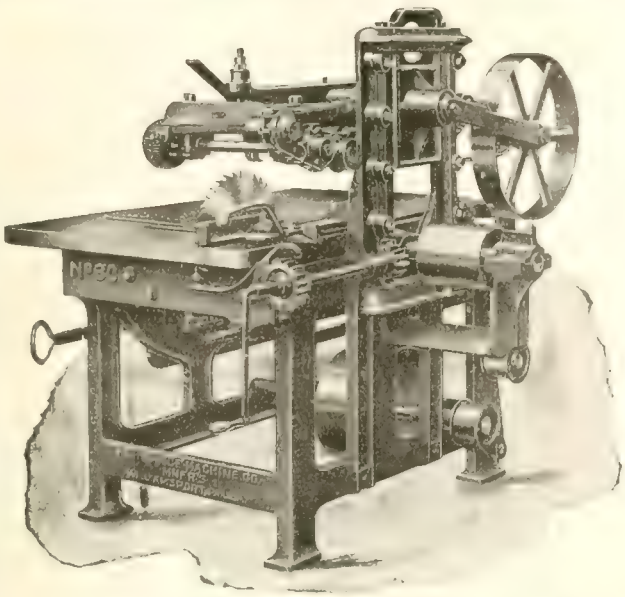
THE MACHINE WE HAVE REFERENCE TO IS OUR
NEW NO. 248 UNIVERSAL END MATCHER

This is a brand new machine and is recognized by experienced flooring manufacturers as the most desirable and convenient machine on the market.

The flooring is worked on edge and held in a stationary position by an automatic clamp, insuring perfectly square ends. Each piece of flooring is passed from one operator to the other as it is finished without interfering with the work of either, thus facilitating the work and keeping the tables clear at all times.

You Are Invited to Write
For Large Illustrated Circular

J. A. FAY & EGAN CO., 414-434 W. Front St., Cincinnati, Ohio



A Different Rip Saw

No. 30 Power Feed with Adjustable Feed Rolls

A Machine of Exceptional Range and Capacity

Will Rip Stock as short as 10 in.

One piece frame. Four bearings for arbor, one of them outside driving pulley, as shown, and one a removable outside bearing at opposite end of arbor. Exceptionally positive and strong feed works. The rolls are 6 inches in diameter, and are adjustable to and from the saw, so that from 10 to 20 in. saws may be used, ripping up to 6½ in. thick. Feed roll adjustment is entirely new. The sliding head stock controlling feed is raised to any point with one motion of crank, and controlled with ratchet. Tension of feed chains is the same at all distances **without adjustment.** It has many other good features, but we've no more room to describe them.

WRITE FOR FULL DESCRIPTION

This is only one of the many superior machines we are building. If in need of anything in the woodworking machinery line, it will pay you to investigate our tools before placing an order. Catalogue sent on request.

HERMANCE MACHINE COMPANY

WILLIAMSPORT, PA.

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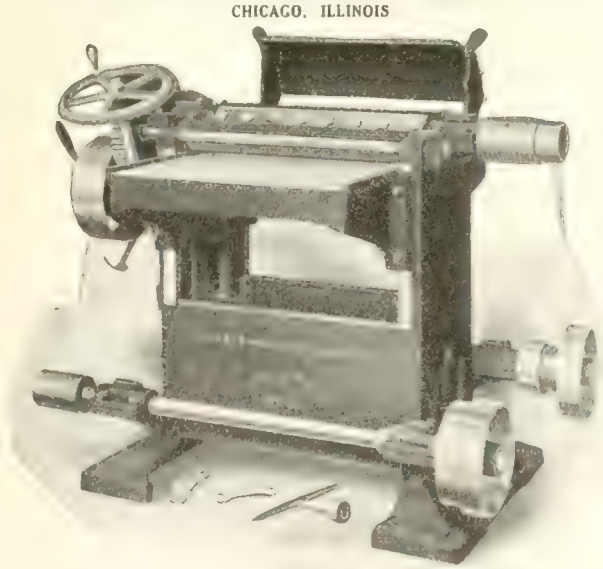
Chicago Machinery Exchange, 159-161 N. Canal Street, Chicago

Chicago Machinery Exchange,

(Incorporated)

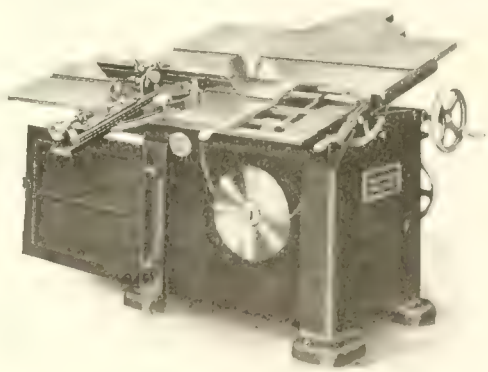
WOODWORKING MACHINERY MERCHANTS

CHICAGO, ILLINOIS



No. 35 SINGLE SURFACE PONY PLANER

Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have clipped off ends. Two rates of feed driven from cylinder, one regulating the other.



THE TANNEWITZ TYPE "B" DOUBLE REVOLVING ARBOR SAW BENCH

Possesses an original design and exclusive conveniences. It is a labor-saving machine

WRITE FOR DETAILED INFORMATION

The Tannewitz WORKS.

GRAND RAPIDS, MICH.

CHICAGO MACHINERY EXCHANGE, INC.

WOODWORKING MACHINERY MERCHANTS

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GREAVES, KLUSMAN & CO.,
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THE TANNEWITZ WORKS,
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UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; seven Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

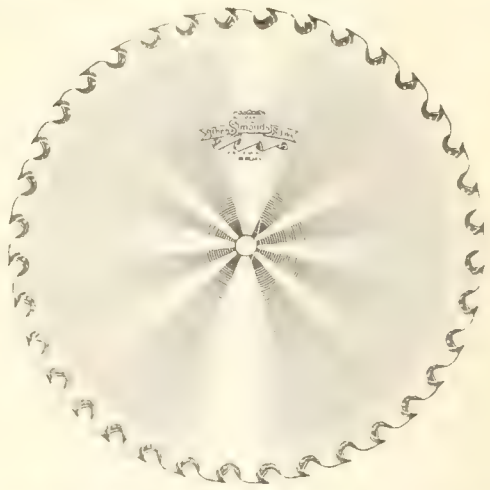
NEW YORK SAW WORKS

BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White Henry Building
SEATTLE, WASHINGTON

New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM



SIMONDS INSERTED TOOTH SAWS

MADE OF SIMONDS STEEL

Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

SIMONDS MFG. COMPANY

FITCHBURG, MASS. CHICAGO, ILL, MONTREAL, QUE.

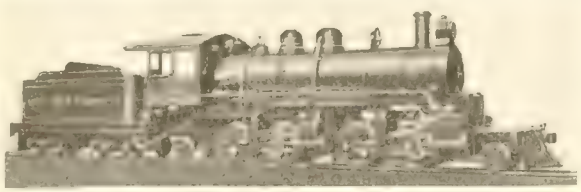
BALDWIN LOCOMOTIVE WORKS

Principal Offices and Works:

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Manufacturers of

LOGGING LOCOMOTIVES



MALLET ARTICULATED LOCOMOTIVE

The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive powe and curves of short radius can be readily traversed

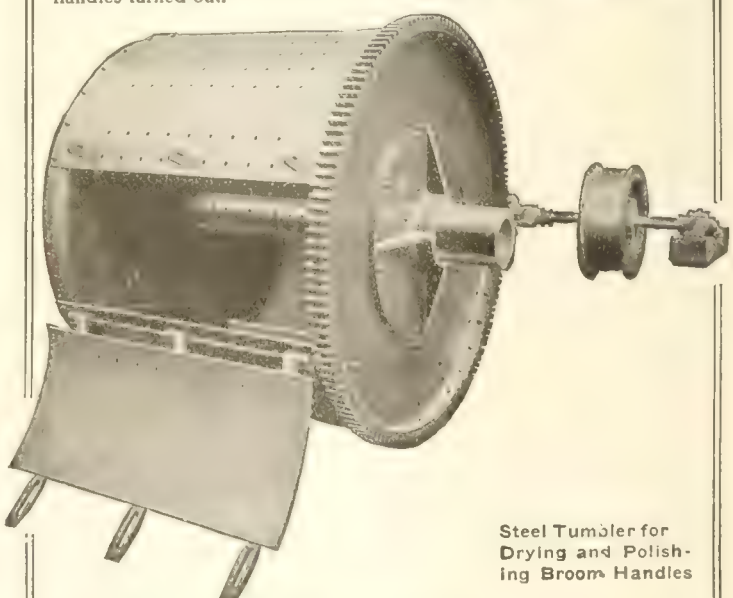
BRANCH OFFICES

NEW YORK, N.Y., Hudson Terminal. CHICAGO, Ill., Railway Exchange.
ST. LOUIS, Mo., Security Building. PORTLAND, Ore., Couch Building

Cable Address:—"Baldwin, Philadelphia."

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

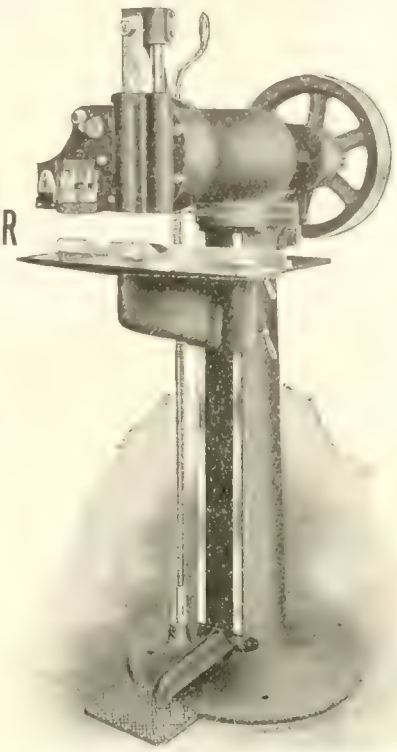
Complete Line of Broom Handle Machinery

CADILLAC, MICH.

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work



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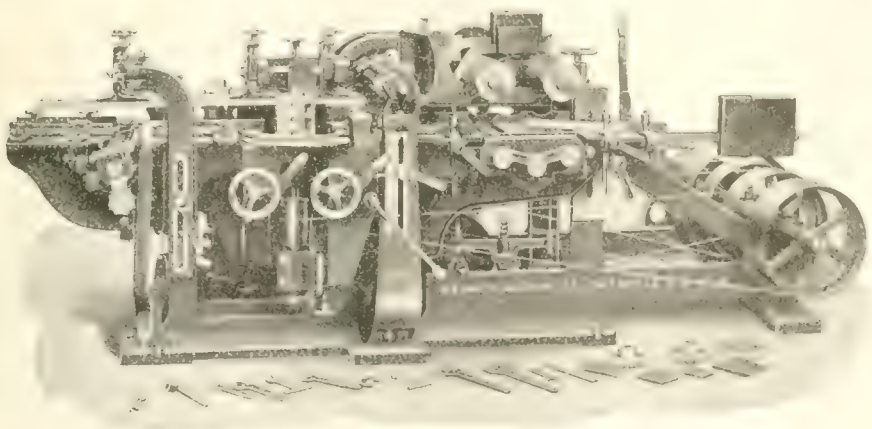
C. T. PATTERSON CO., LTD., NEW ORLEANS
CRANE COMPANY - - ALL BRANCHES
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ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

230 Randolph Street, CHICAGO
ESTABLISHED 1882

THE SMITH MOLDER

PROVES ITS VALUE BY RESULTS



NO. 105-A 12-INCH MOLDING MACHINE

This cut shows our EXTRA HEAVY 12-INCH MOLDER, with all late improvements.

FRAME cast whole, long and wide for belt power.

TABLE drops 12 inches for heavy work.

FEEDS start and stop by LEVERS at both ends.

SUBSTANTIAL CLUTCH and ROLLER BEARING CHAIN insure positive Feed.

FOR FURTHER PARTICULARS, ADDRESS

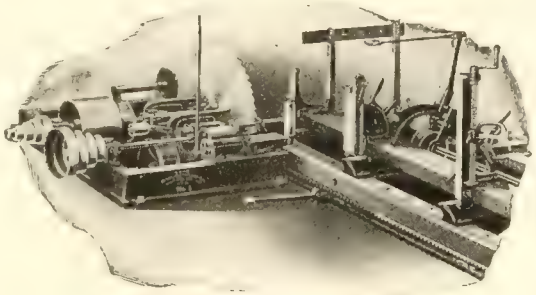
H. B. SMITH MACHINE COMPANY, SMITHVILLE, N. J., U. S. A.

BRANCHES

NEW YORK **CHICAGO** **ATLANTA** **MEMPHIS**



LANE



MILLS

Lane Lever Set Circular Saw Mills, Edgers, Planers, Shingle, Lath and Clapboard Machines, Live Rolls, Log Hauls, Cutting-Off Machinery, Transmission Machinery, Etc.

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Lane Manufacturing Co.
MONTPELIER, VT.

Uninterrupted operation and **high decking** are necessary to high averages in skidding. (The fewer the interruptions, the faster the work.)

The CLYDE self-propelling 4 line SKIDDER

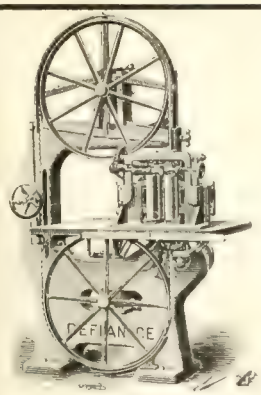
is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

Guy lines are tightened with steam-driven friction drums and every feature is designed for utilizing the maximum time in skidding and the minimum time in moving and setting.

Manufactured by the **Clyde Iron Works, Duluth, Minn.** New York Chicago New Orleans Savannah

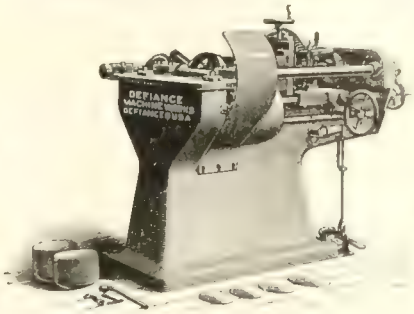




No. 9—36-inch Band Re-Saw

Anything worth doing at all is worth doing well.

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Oval Wood Dish Machine

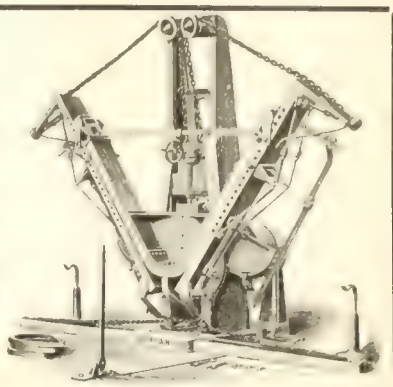
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Complete equipments for making spokes, hubs, rims, wheels, wagon, carriage and automobile wood-work, shafts, poles, neck yokes, singletrees, hoops, chair and table legs, handles of every description, spools and bobbins, insulator pins, balusters, oval wood dishes, etc.

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Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—Feeding Mill—and all other service.

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Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

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in ⅜, ½ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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Faultless Grades, Perfect Milling, Quick Shipment and Reasonable Prices

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Nothing But Hardwoods

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Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

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Wisconsin Veneer Co.

High Grade Product in

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We offer some attractive bargains in 1/8 inch Red Oak and Birch in small dimensions

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WE ESPECIALLY WANT TO MOVE

2 Cars 4-4 1s and 2s Oak
3 Cars 4-4 No. 1 Common and Better Oak
1 Car 4-4 No. 1 Common and Better Maple
5 Cars 4-4 Sound Wormy Chestnut

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Write for prices on the following:

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All thicknesses White Ash.

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"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

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SAWYER GOODMAN CO.

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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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Marshfield, Wis.

Will quote close prices on the following stock:

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100,000 ft. 2 in. No. 1 Common and Better Birch
300,000 ft. 1 in. No. 1 Common and Better Basswood
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175,000 ft. 1 in. No. 1 Common and Better Soft Elm
200,000 ft. 1 in. No. 2 and No. 3 Common Soft Elm
150,000 ft. 1 in. No. 2 Common and Better Hard Maple
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Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

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133,000 feet 4-4 Sound Wormy Chestnut
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2 cars 2 in. 1st and 2ds. "
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IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

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2 Cars 12-4 1s and 2s Plain White Oak
2 Cars 12-4 1s and 2s Plain Red Oak
½ Car 16-4 1s and 2s Plain White Oak
3 Cars 4-4 No. 1 Common Ash
1 Car 5-4 No. 1 Common Ash
1 Car 6-4 No. 1 Common Ash
1 Car 8-4 No. 1 Common Ash
1 Car 5, 6, 8-4 No. 2 Common Walnut
1 Car 4-4 No. 1 Common Cherry
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FORT WAYNE AND LAFAYETTE

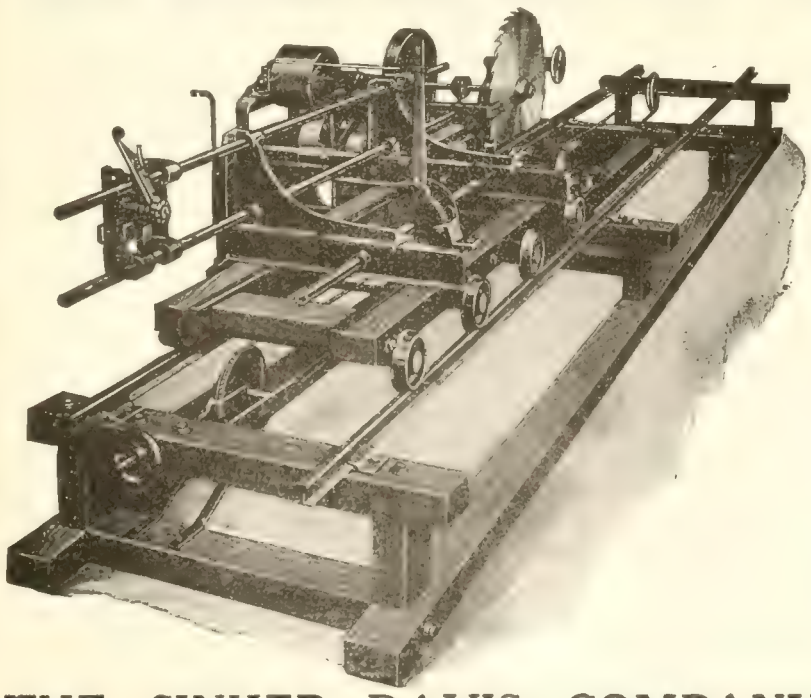
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New Hoosier Improved Short Log Sawing Machine



Made especially for sawing veneer cores and small logs, up to 20 inches diameter and from 2 to 12 feet long.

The machine is built with a heavy cast iron husk frame that carries the feed works and mandrel which runs in self-oiling boxes. It is equipped with a variable friction feed, with cable attachment to carriage. Feed is strong and rapid.

The dogs are of an entirely new style, and dog the log, or piece to be sawed, in the end instead of top and bottom, and can be instantly changed to grip any length log that the carriage will accommodate.

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The largest saw that can be used is a 48-in. diameter.

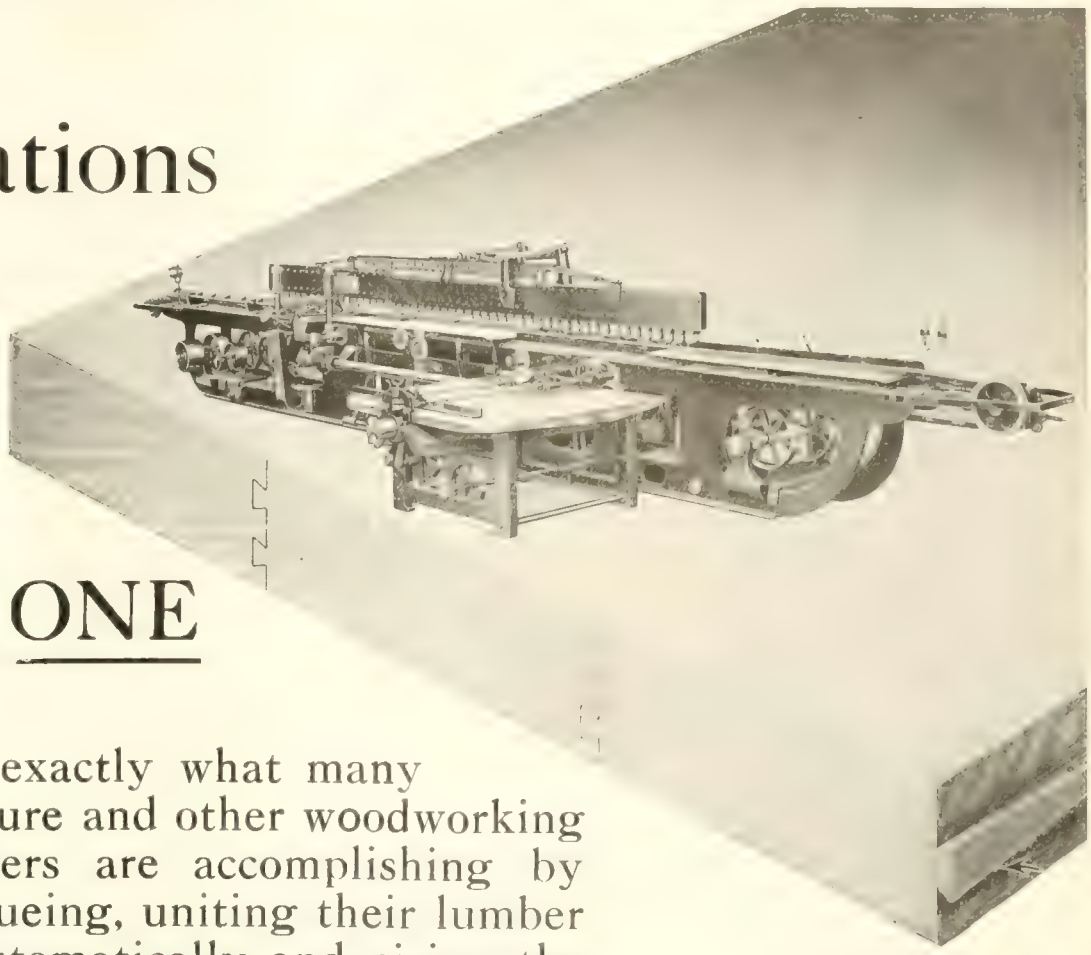
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THIS is exactly what many furniture and other woodworking manufacturers are accomplishing by jointing, glueing, uniting their lumber together automatically and sizing the jointed stock to width at one operation on the

Linderman Automatic
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With this machine in your factory you can get the same results and more, because by applying the glue onto the edge of the lumber with a perfect glueing attachment, you are sure there is no glue going to be wasted. The TAPERING WEDGE DOVETAIL GLUE JOINT which is practically welding lumber together with glue gives you a joint which is stronger than ordinary joints because it does not depend entirely on the glue alone to do the holding.

This new joint does not involve any new principle in jointing lumber as it is made in the same manner as the regular "V" or flat joints, only it does not require clamps as the Tapering Wedge Dovetail draw the lumber together with the same pressure, and your jointed stock is practically locked together with no chance of it ever coming apart.

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4-16' long
Mostly 6-16'

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Hollow Backed and Thoroughly Kiln-Dried

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OLD FASHIONED SOFT

YELLOW POPLAR

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Would like to talk to you about their large stock of

Plain and Quartered WHITE OAK

Tennessee Red Cedar, Thin Poplar and Poplar Siding

ASK US WHAT WE CAN DO FOR YOU

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HERNDON, W. VA.

HAS A LARGE STOCK OF CHOICE

WEST VIRGINIA HARDWOODS

PLAIN and QUARTERED WHITE and RED OAK

BASSWOOD CHESTNUT HEMLOCK

Rough or Dressed Write for Prices

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RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

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Ask for prices on 5-8 to 16-4 No. 1 Common and Better large dry stock
SOFT YELLOW TENNESSEE POPLAR
good widths and lengths, ready for immediate shipment.

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No better time than right now to think about
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Our big stock offers some choice bargains.

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CALIFORNIA SUGAR AND WHITE PINE?
We have a large stock of 4-4 to 12-4

Here is your opportunity to get interesting quotations on
QUARTERED RED AND WHITE OAK
Have a large stock of bone dry, 4-4 to 12-4.

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BLACK WALNUT
We have 50,000 feet No. 2 Common and Better, dry, well manufactured, good widths and lengths.

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SOFT WHITE PINE
4-4 to 16-4. Dry, well manufactured, good widths and lengths.
Can ship separate or mixed cars.

Have a large stock of both
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We can make prompt shipment on
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Have large stock 4-4 No. 1 Com. and Better, plain, dry, good widths and lengths. Tennessee stock.

We will have 300,000 7x24 and 100,000 6x20 No. 1
HEART RIVED CYPRESS SHINGLES
Ask us for prices.

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CHESTNUT?
We have 200,000 feet of 4-4 to 8-4; also 5 cars of 5-4 No. 1 Common and Better, bone dry, for prompt shipment.

If you are looking for
GULF CYPRESS
write us for prices. We have a large block, dry, well manufactured, from 4-4 to 16-4.

How are you fixed on
WHITE PINE?
We have big stock 4-4 No. 3 Barn and Better, dry, which can be shipped in the rough or worked in any manner desired.

"We Have It If It's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

Wm. Whitmer & Sons
INCORPORATED

"If Anybody Can, We Can"

Manufacturers and Wholesalers of All Kinds of

HARDWOODS

Franklin Bank Bldg.
PHILADELPHIA

West Virginia Spruce and Hemlock : Long and Short Leaf Pine : Virginia Framing

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., December 9, 1910

DRY STOCK LIST

6-4 Ash No. 3 Common and Better 17M
4-4 Basswood No. 1 Common - 80M
4-4 Basswood No. 2 Common - 100M
4-4 Basswood No. 1 and 2 Common 120M
8-4 Gray Elm 1s and 2s - - - 13M
12-4 Gray Elm 1s and 2s - - - 32M
5-4 Hard Maple Step - - - - 13M
6-4 Hard Maple No. 1 and 2 Common 3M

OUR OWN MANUFACTURE

MITCHELL BROTHERS COMPANY

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., December 9, 1910

4-4 Ash No. 3 Common	15 M
4-4 Basswood, No. 2 Common	100 M
1x6 Basswood, No. 2 Common	10 M
1x4 Gray Elm, No. 3 Common	15 M
1x7 and up Gray Elm, No. 3 Common	40 M
4-4 Gray Elm, 1s and 2s	30 M
8-4 Gray Elm, 1s and 2s	16 M
4-4 Rock Elm, No. 2 Common and Better	5 M
1x10 to 14 in. Hard Maple, 1s and 2s	19M
1x15 and up Hard Maple, 1s and 2s	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

100,000 " 4/4 No. 1 common and better maple.
0,000 " 5/4 No. 1 common and better maple.
200,000 " 4/4 No. 3 common maple.
200,000 " 5/4 No. 2 common beech and maple.
250,000 " 6/4 No. 2 common beech.
100,000 " 4/4 No. 2 common and better birch.
30,000 " 8/4 No. 1 common and better birch.
150,000 " 5/4 No. 2 common and better basswood.
35,000 " 4/4 No. 2 common and better elm.
10,000 " 12/4 No. 1 common and better elm.
500,000 " 8/4 No. 1 hemlock.
500,000 " 8/4 No. 2 hemlock.



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

CRANDALL & BROWN
3300 South Center Ave.
Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1509 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
10 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1355 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
Office and Yard:
Throop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co.
873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190 3191
Office, Yards and Planing Mills: 22nd, Sangamon and Morgan Sts.
Mills at Falcon, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Storage Yards — 1436 Cherry Ave.

G. C. PRATT LUMBER AND TIE COMPANY
Hardwoods, Yellow Pine, Car Material and Ties
1308 Fort Dearborn Bldg.

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
STOCK READY TO LOAD AT MOUNDS, ILL.

72,000 ft. 4 4 Fas pl. Red Oak.
28,000 ft. 4/4 Fas pl. White Oak.
90,000 ft. 4.4 No. 1 com. pl. Red and White Oak.
30,000 ft. 4/4 No. 2 com. pl. Red and White Oak.
22,000 ft. 4/4 No. 1 com. & Fas Qtd. Red Oak.
87,000 ft. 4/4 No. 1 com. & Fas Qtd. White Oak.
60,000 ft. 5/4 No. 1 com. & Fas pl. Red Oak.
11,000 ft. 5/4 No. 1 com. & Fas pl. White Oak.
12,000 ft. 5/4 No. 2 com. pl. Oak.
38,000 ft. 8/4 No. 1 com. & Fas pl. White Oak.
10,000 ft. 10 4 Fas White Oak.
36,000 ft. 12/4 No. 1 com. & Fas Red Oak.
20,000 ft. 12/4 No. 1 com. & Fas White Oak.
8,000 ft. 4/4 No. 1 com. & Fas White Oak.

All Dry For Rush Orders
OUR SHIPMENTS ALWAYS ON TIME

24,000 ft. 4/4 No. 1 com. & Fas White Ash.
28,000 ft. 5/4 No. 1 com. & Fas White Ash.
42,000 ft. 6/4 No. 1 com. & Fas White Ash.
70,000 ft. 1x9" and up Cottonwood Boxboards.
35,000 ft. 1x13" and up Fas Cottonwood.
75,000 ft. 1x6" and up Fas Cottonwood.
75,000 ft. 1x4" and up No. 1 com. Cottonwood.
100,000 ft. 1x4" and up No. 2 com. Cottonwood.
35,000 ft. 8/4 and 12/4 No. 1 com. and bet. Elm.
200,000 ft. 4/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 5/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 6/4 No. 1 com. and Fas Sap Gum.
20,000 ft. 8/4 No. 1 com. and Fas Sap Gum.
50,000 ft. 4.4 No. 1 com. and Fas Red Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

The Keith Lumber Company.

IMPORTERS, MANUFACTURERS & DEALERS

HARDWOOD LUMBER, MAHOGANY & FOREIGN WOODS

FOURTEENTH & WOOD STREETS.

W. S. KEITH, PREST. & TREA. — F. E. BARTELME, V. PRES. — J. M. RIEL, SEC'Y.

CHICAGO

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

1400-1410 CARROLL AVE.

CHICAGO

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

MARSHALL LUMBER CO. NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING — TELEPHONE HARRISON 3996 — CHICAGO, ILLINOIS

STOCK LIST.

CYPRESS.

1"	No. 2 Com.	400,000 ft.
1"	No. 1 Com.	200,000 ft.
1"	Shop	100,000 ft.
1"	1s & 2s	85,000 ft.

GUM.

4/4"	No. 2 Com. Sap.	75,000 ft.
4/4"	No. 1 Com. Sap.	150,000 ft.
4/4"	1s & 2s Sap.	100,000 ft.
4/4"	1s & 2s Red, all lengths.	50,000 ft.
4/4"	1s & 2s Red, all 12".	12,000 ft.

COTTONWOOD.

4/4"	No. 1 Com.	60,000 ft.
4/4"	1s & 2s.	100,000 ft.
4/4"	1s & 2s, 13 to 17".	60,000 ft.
4/4"	Box Boards, 13 to 17".	250,000 ft.

PLAIN WHITE ASH.

1"	No. 1 Com.	100,000 ft.
1"	1s & 2s	100,000 ft.
5/4"	No. 1 Com.	12,000 ft.
5/4"	1s & 2s.	10,000 ft.
6/4"	No. 1 Com.	25,000 ft.
6/4"	1s & 2s.	25,000 ft.
2"	No. 1 Com.	18,000 ft.
2"	1s & 2s.	28,000 ft.
2½"	No. 1 Com.	2,000 ft.
2½"	1s & 2s.	5,000 ft.
3"	No. 1 Com.	10,000 ft.
3"	1s & 2s.	36,000 ft.
4"	1s & 2s.	12,000 ft.

PLAIN OAK.

1"	No. 1 Com. R. & W. Mixed	10,000 ft.
4"	1s & 2s R. & W. Mixed	15,000 ft.
5/4"	No. 1 Com. R. & W. Mixed	50,000 ft.
5/4"	1s & 2s R. & W. Mixed.	12,000 ft.
6/4"	No. 1 Com. R. & W. Mixed.	50,000 ft.
6/4"	1s & 2s R. & W. Mixed.	12,000 ft.
2"	No. 1 Com. R. & W. Mixed.	75,000 ft.
2"	1s & 2s R. & W. Mixed.	100,000 ft.
2½"	No. 1 Com. R. & W. Mixed.	15,000 ft.
2½"	1s & 2s R. & W. Mixed.	56,000 ft.
3"	No. 1 Com. R. & W. Mixed.	12,000 ft.
3"	1s & 2s R. & W. Mixed.	80,000 ft.
4"	1s & 2s R. & W. Mixed.	18,000 ft.
1"	No. 1 Com. Red	60,000 ft.
1"	1 & 2 Red	100,000 ft.
5/4"	1s & 2 Red	10,000 ft.
1"	No. 1 Com. White	25,000 ft.
1"	1s & 2s White	60,000 ft.
5/4"	No. 1 Com. White	20,000 ft.
4/4"	1s & 2s White	25,000 ft.

QUARTERED OAK.

1"	Clr. Strips Red.	1,500 ft.
1"	No. 1 Com. Red.	7,000 ft.
1"	1s & 2s Red	10,000 ft.
2"	No. 1 Com. Red.	1,000 ft.
1"	1s & 2s White	30,000 ft.
1"	No. 1 Com. White.	5,000 ft.
1"	Clr. Strips White.	10,000 ft.
5/4"	No. 1 Com. White.	500 ft.
6/4"	No. 1 Com. White.	3,000 ft.
2"	No. 1 Com. White.	8,000 ft.
2"	1s & 2s White.	5,000 ft.

FACTORY LUMBER A SPECIALTY

WHITE BROS. LUMBER CO.

Successors to G. L. Lindsley Lumber Co.

Manufacturers and Wholesalers

Hardwood and Pine Lumber

1261 MONADNOCK BLOCK, CHICAGO

Stock List — For Immediate Shipment

Telephone Harrison 7393

AT ARKANSAS MILLS

50,000	4/4	1st & 2nds Qtd. White Oak
40,000	4/4	No. 1 Com. White Oak.
20,000	4/4	No. 2 Com. White Oak.
60,000	4/4	1st & 2nds Qtd. Red Oak.
50,000	4/4	No. 1 Qtd. Red Oak.
20,000	4/4	No. 2 Qtd. Red Oak.
200,000	4/4	1sts & 2nds Pl. Red & White Oak.
150,000	4/4	No. 1 Com. Pl. Red & White Oak.
50,000	4/4	No. 2 Com. Pl. Red & White Oak.

ST. FRANCIS VALLEY GUM

60,000	4/4	1st & 2nds Red Gum, 12'.
125,000	4/4	1st & 2nds Red Gum, 10 to 16'.
50,000	4/4	No. 1 Com. Red Gum, 12'.
30,000	4/4	No. 1 Com. Red Gum, 10 to 16'.
100,000	4/4	1st & 2nds Sap Gum, 12'.
150,000	4/4	1st & 2nds Sap Gum, 10 to 16'.
90,000	4/4	No. 1 Sap Gum, 10 to 16'.
45,000	4/4	No. 2 Sap Gum, 10 to 16'.
100,000	4/4	Box Boards, 13 to 17".
40,000	4/4	Lumber, 18 to 36".

SELLING AGENTS FOR CRAIG MOUNTAIN CORK PINE

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, December 8, 1910 CHICAGO, ILL.

STOCK SHEET

BASSWOOD: 1,000 ft. 12/4 1st and 2nd; 3,000 ft. 10/4 and 12/4 1st and 2nd; 9,000 ft. 10/4 1st and 2nd; 14,000 ft. 8/4 No. 2 Common; 10,000 ft. 6/4 No. 1 Common; 5,000 ft. 6/4 No. 2 Common; 10,000 ft. 5/4 1st and 2nd; 15,000 ft. 5/4 No. 1 Common; 38,000 ft. 5/4 No. 2 Common; 300,000 ft. 4/4 No. 2 and Better, 40% 1st and 2nd, 35% No. 1 and 25% No. 2 Common; 100,000 ft. 5/4 No. 3 Common; 25,000 ft. 6/4 No. 3 Common.

WISCONSIN RED OAK 1 car 10/4 No. 1 Common and Better, 75% 1st and 2nd; 1 car 8/4 No. 2 Common and Better, 50% 1st and 2nd; 3 cars 4/4 1st and 2nd; 5 cars 4/4 No. 1 Common; Very good wide stock. Good lengths.

BIRCH 1 car 8/4 1st and 2nd Red [illegible].

SOFT ELM 3 cars 4/4 Log Run 25% 1st and 2nd, 50% No. 1 and 25% No. 2; 1 car 12/4 No. 1 Common and Better.

WHITE PINE: 1 car 1" D and Better, 8" and wider, full thickness; 2 cars 6/4 No. 2 Common and Better, 25% better than common; 5 cars No. 4 Boards full thickness.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

WE CUT OAK CHAIR STOCK, IMPLEMENT STOCK AND TIMBER TO YOUR ORDER

SCHULTZ, HOLLOWAY & CO.

277 DEARBORN ST. CHICAGO

PHONE HARRISON 2340

FOR IMMEDIATE SHIPMENT

RED GUM

2 cars 1" 1's & 2's, 12' 14' 16'
6 cars 1" 1's & 2's, 10' to 16'
5 cars 1" No. 1 Common
4 cars 1¼" 1's & 2's
3 cars 1¼" No. 1 Common
2 cars 1½" 1's & 2's
1 car 1½" No. 1 Common
2 cars 2" 1's & 2's

SAP GUM

4 cars 1" 1's & 2's—12' 15% 10'
7 cars 1" 1's & 2's—10' to 16'
11 cars 1" No. 1 Common
14 cars 1" No. 2 Common
2 cars 1¼" 1's & 2's
6 cars 1¼" No. 1 Common
4 cars 1½" 1's & 2's
3 cars 1½" No. 1 Common

5 cars 2" 1's & 2's
2 cars 2" No. 1 Common

COTTONWOOD

5 cars 4/4 1's & 2's 6' to 12'
4 cars 4/4 No. 1 Common
6 cars 4/4 No. 2 Common
1 car Boxboards 1." to 17"

ELM

4 cars 4/4 Common & Better, Soft
2 cars 4/4 Log Run, Soft
1 car 6/4 Common & Better, Soft
2 cars 8/4 Common & Better, Soft

SOUND WORMY CHESTNUT

15 cars 4/4 4 cars 6/4
3 cars 5/4 3 cars 8/4

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

Hall & Sisson Lumber Company

218 La Salle Street, Chicago, Ill.

Telephone Main 3639
(Mills at Annadel, Tenn.)

WANTED

2 cars 2x6x8 Clear Oak.
1 car 2.5x2.5x7 Clear Oak.
25 cars 4/4 No. 2 Common Cottonwood.
25 cars 4/4 F's & S's Sap Gum.
3 cars 4/4 No. 1 Common Sap Gum.
20 cars 4/4 F's & S's. Poplar.
2 cars 8/4 F's. & S's. Hickory.
2 cars 16/4 F's. & S's. Ash.
2 cars 2x12 14 Poplar Sign Boards.

ALWAYS IN THE MARKET FOR

Red and White Oak, plain and ¼ sawed, in all grades and thicknesses.

Red and White Oak Dimension Stock for Car and Wagon Trade; Sawed and Hewn Ties.

FOR SALE

5 cars 4/4 F's. & S's. Poplar.
2 cars 8/4 F's. & S's. Poplar.
10 cars 4/4 F's. & S's. Plain Red and White Oak.
8 cars 4/4 No. 1 Common Plain Red and White Oak.
2 cars 12/4 Mixed Oak Bridge Plank.
6 cars 4/4 F's. & S's. Sap Gum.
4 cars 8/4 F's. & S's. Ash.
2 cars 12/4 F's. & S's. Ash.

MANUFACTURERS OF AND DEALERS IN SOUTHERN HARDWOODS

Car Dimension Stock a Specialty. We Buy Dimension Oak.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

CASH FOR HARDWOOD BARGAINS IMMEDIATE SHIPMENT

QUOTE US ON CAR OAK

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange, **CHICAGO** Phone Harrison 6440

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

Poplar Wagon Box Boards, 13 in. to 20 in. wide, 12 ft., 14 ft. and 16 ft.
Poplar Sign Boards, 2M1 4 in. to 16 in., 1 and 2 grade, 14 ft., 16 ft. and 18 ft. long.
Northern White Pine—17,000 ft. 2 in. No. 1 shop.
Northern White Pine—3,000 ft. 3 in. No. 1 shop.
Box Hard Maple 1 and 2 grade, 1⅛ in. and 2 in. thick, standard lengths. Hard Maple 4/4 Clear Stock, 3½x7x12 ft., to be sawed to order.

We would contract for following:

1 and Thicker Birch, upper grades only, 1 and 2 and No. 1 common.

[illegible] No. 1 common.

[illegible] to be bought on grade.

WE HAVE FOR SALE

[illegible] 8 and 9 ft.

[illegible] and Southern Soft Elm.

We would like to sell a car of NORTHERN WHITE PINE 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.

We are large handlers of WESTERN WHITE PINE all grades shop and better.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

Estabrook-Skeele Lumber Co.

Manufacturers and dealers in

Oak, Ash, Gum, Cottonwood

Wagon Stock and Other Hardwoods

In the market for round lots of Hardwood and Wagon Stock. Write us before selling.

Fisher Building **CHICAGO**



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

ROTARY-CUT
BIRCH
ROTARY-CUT
PLAIN OAK

J. J. NARTZIK
Office and Warehouse
1966-1976 Maud Ave.
CHICAGO
LOCAL AND CARLOAD SHIPMENTS

WHEELER-TIMLIN LUMBER COMPANY

Manufacturers and Wholesalers of

NORTHERN AND SOUTHERN HARDWOODS

WE WISH TO MOVE

5 Cars 1 in. No. 2 Com. and Better Black Ash.
1 Car 1¼ in. No. 2 Com. and Better Black Ash.
6 Cars 2 in. No. 1 Com. and Better Rock Elm.
2 Cars 1 in. No. 1 Com. and Bet. Qtd. Red Oak.
1 Car 6-4 in. 1's and 2's Plain Red Oak.
2 Cars 2 in. No. 1 Com. and Better Soft Elm.

FIRST NATIONAL BANK BUILDING, CHICAGO

WAUSAU, WISCONSIN

LOUISVILLE THE HARDWOOD GATEWAY



PLAIN OAK, QUARTERED OAK, CHESTNUT, WALNUT, HICKORY, POPLAR, ASH, MAHOGANY.

THE PURPOSE OF THIS PAGE

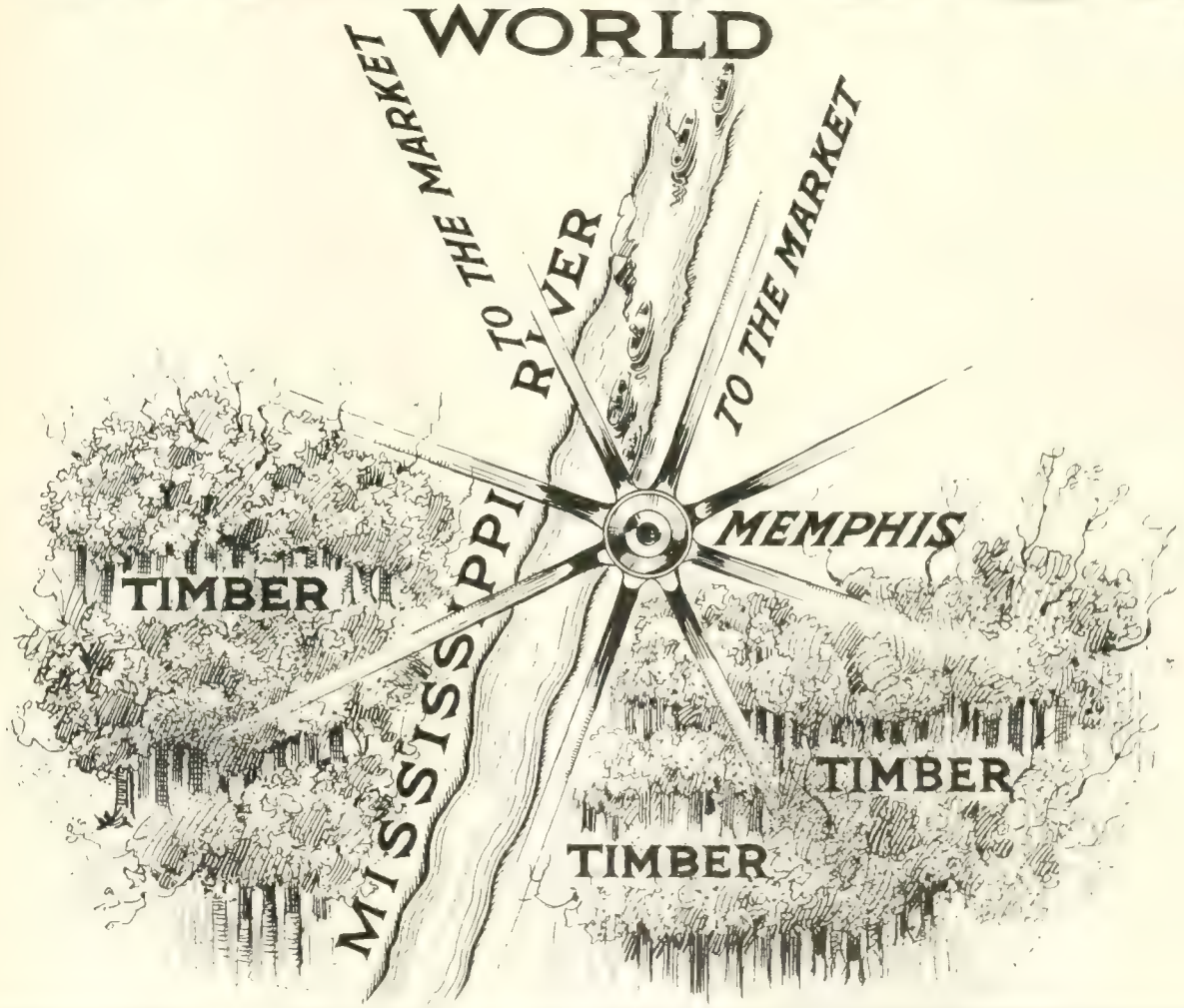
The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market**; to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS
THE HUB OF THE
HARDWOOD
WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4 [illegible] 12" ..... 200,000'
4/4 [illegible] ..... 40,000'
4/4 1sts & 2ds, 18" & up 25,000
4/4 No. 1 Common, 12" to ..... 100,000'
4/4 1sts & 2ds, 6" & up ..... 200,000'
4/4 1sts & 2ds, 6" & up ..... 15,000'
4/4 Box Boards, 12-17 ..... 100,000'
4/4 Box Boards, 9-12" ..... 12,000'
4/4 [illegible] 21" & up ..... 12,000'
4/4 [illegible] 18" & up ..... 12,000'

SAP GUM

4/4 [illegible] 21" & up ..... 50,000'
4/4 Box Boards, 12-17" 18,000
5/4 1sts & 2ds, 6" & up ..... 150,000'
5/4 1sts & 2ds, 6" & up ..... 10,000'

SOFT MAPLE

4/4 Log Run ..... 5,000'

RED GUM

4/4 1sts & 2ds ..... 18,000'
4/4 No. 1 Common ..... 40,000'
4/4 1sts & 2ds ..... 35,000'
5/4 No. 1 Common ..... 100,000'
6/4 1sts & 2ds ..... 20,000'
6/4 No. 1 Common ..... 6,000'
8/4 1sts & 2ds ..... 25,000'
8/4 No. 1 Common ..... 10,000'

PLAIN RED OAK

4/4 1sts & 2ds ..... 25,000'
3/4 No. 1 Common & Better ..... 20,000'
4/4 No. 2 Common ..... 75,000'
5/4 1sts & 2ds ..... 25,000'
6/4 1sts & 2ds ..... 30,000'
6/4 No. 1 Common ..... 15,000'

PLAIN WHITE OAK

4/4 1sts & 2ds ..... 30,000'
4/4 No. 1 Common ..... 50,000'
4/4 No. 2 Common ..... 50,000'

PLAIN WHITE AND RED OAK MIXED

4/4 No. 3 Common ..... 75,000'

QUARTERED WHITE OAK

4/4 1sts & 2ds ..... 35,000'
4/4 No. 1 Common ..... 40,000'
4/4 No. 2 Common ..... 25,000'

ASH

8/4 No. 1 Common & Better ..... 35,000'
12/4 No. 1 Common & Better ..... 5,000'

ELM

4/4 No. 1 Common & Better ..... 23,000'
5/4 No. 1 Common & Better ..... 5,000'
6/4 Log Run ..... 75,000'
4/4 Log Run ..... 11,000'
5/4 Log Run ..... 3,500'

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Miss.

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	5,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In. †We ship our No. 1 Common Quartered White Oak 6" & up wide.

WHY NOT? WRITE US FOR PRICES

We carry everything in Southern Hardwoods: Band Sawn and Equalized; Gum, Cottonwood, Ash, Red and White, Plain and Quartered Oak.

HERE ARE A FEW ITEMS WE WOULD LIKE TO MOVE:

15 cars 4-4 No. 1 Common Plain Red Oak
4 " 8-4 1st and 2d Plain Red Oak
8 " 8-4 No. 1 Common Plain Red Oak
2 " 4-4 1st and 2d Quartered Red Oak
2 " 4-4 No. 1 Common " Red Oak
10 " 4-4x6 to 12 in. 1st and 2d Cottonwood
6 cars 6-4 1st and 2d Sap Gum
2 " 4-4x22 in. and up No. 1 and Panel Cottonwood
9 " 12-4 No. 2 Com. and Better Southern Elm
2 " 4-4x18 in. and up 1st and 2d Poplar
8 " 4-4 No. 3 Common Oak

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER .·. .·. MEMPHIS, TENNESSEE

STOCK LIST
TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM
4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK
4-4 1s and 2s.....26,323 Feet
7-4 1s and 2s.....1,300 Feet
8-4 1s and 2s.....890 Feet
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK
4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Feet

PLAIN RED AND WHITE OAK
4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK
4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK
4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH
4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS
4-4 Log Run Soft Elm.....56,186 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Maple.....11,534 Feet

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. CUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building **Memphis, Tennessee**

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

273,645 ft. 4/4 Qtd. White Oak
43,403 ft. 5/4 Qtd. White Oak.
8,000 ft. 5/4 [illegible] and 1 and 2s Qtd. White Oak.
5,000 ft. 4/4 [illegible] and 2s 1 and 2s Qtd. White Oak.
1,500 ft. 6/4 Qtd. White Oak.
35,000 ft. 2s 4/4 to 7/4 Qtd. White Oak Sap.
30,000 ft. 4/4 to 10/4 Qtd. Red Oak.
16,131 ft. 3/4 Qtd. Red Oak.
202,701 ft. 4/4 to 8/4 Pln. Red Oak.
100,953 ft. 4/4 to 8/4 Pln. White Oak.
125,631 ft. 4/4 to 16/4 Ash.
58,325 ft. 4/4 Poplar.
26,784 ft. 5/4 Poplar.
Two cars 6/4 Log Run Soft Elm.
One car 6/4 Log Run Rock Elm.
One car 4/4 Com. and Better Elm.
One car 4/4 Log Run Soft Elm.
50,000 ft. 2-inch Gum, on grade.
100,000 ft. 1-inch Gum, on grade.

VANDEN BOOM-STIMSON LUMBER CO
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

John M. Woods & Co.

HARDWOOD LUMBER

MAHOGANY AND VENEERS.

Branch Office and Yards, MEMPHIS, TENN.

Main Office and Yards, EAST CAMBRIDGE, MASS.

Florence Pump & Lumber Co.

INCORPORATED

Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

FRANK MAY RALPH MAY

MAY BROTHERS

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

MAIN OFFICE
MEMPHIS, TENNESSEE

MILLS (MEMPHIS, TENN.
(DUMAS, ARK.

W. E. Mossman, Pres. W. C. Douglass, Vice-Pres.
F. G. Smith, Sec. and Treas.

The Mossman Lumber Co.

Manufacturers and Wholesalers of
All Kinds of Hardwood Lumber

Quartered White Oak and Yellow Poplar Specialties

Office Cor. Moorehead Ave and Belt Railway **Memphis, Tennessee**

WE WANT TO MOVE AT ONCE

2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
1 car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
1 car 4-4 1s and 2s Quartered Red Oak
1 car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
1 car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
1 car 4-4 No.1 Common Poplar

We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
25,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
25,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK
12,000 ft. 4/4 No. 2 common.

PLAIN RED OAK
25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH
13,000 ft. 5/4 to 16/4 log run.

ELM
14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in

HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

C. H. L. BECKERS

HARDWOODS

OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE
FURNITURE AND CHAIR DIMENSION

Victoria Building ST. LOUIS, MO.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

HOLIDAY OFFERING

We offer the following Band Sawed Stock:

1 car 5-8 in. 1st and 2d Quartered White Oak.
1 car 5-8 in. No. 1 Common Quartered White Oak.
10 cars 4-4 in. 1st and 2d Quartered White Oak.
15 cars 4-4 in. No. 1 Common Quartered White Oak.
3 cars 4-4 in. No. 2 Common Quartered White Oak.
1 car 4-4 in. Clear Quartered White Oak Strips, 1½ in. to 2 in. wide.
3 cars 4-4 in. Com. Quartered White Oak Strips, 2½ in. to 5¼ in. wide.
1 car Scant 4-4 in. Common and Better Quartered White Oak.
1 car 4-4 in. No. 1 Common Quartered Red Oak.
1 car Scant 4-4 in. Common and Better Quartered Red Oak.
2 cars 3-4 in. No. 1 Common Plain Red Oak.
3 cars 4-4 in. No. 1 Common Plain Red Oak.
1 car 4-4 in. No. 2 Common Plain Red Oak.
10 cars 4-4 in. Mill Cull Oak.
1 car 4-4 in. 1st and 2d Cottonwood, 6 in. and up wide.
1 car 4-4 in. No. 2 Common Cottonwood.
1 car 4-4 in. No. 3 Common Cottonwood.
1 car 4-4 in. Common and Better Quartered Sycamore.
1 car 8-4 in. Common and Better Elm.

MEMPHIS SAW MILL COMPANY, Memphis, Tennessee

J. W. Thompson Lumber Company

MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

Goodlander-Robertson Lumber Co.

MEMPHIS, TENN.

POPLAR
OAK
HICKORY
ASH

AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries

S. C. MAJOR LUMBER CO.

W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES
PLAIN AND QUARTERED OAK, ASH AND POPLAR

GAYOSO LUMBER COMPANY

Manufacturers of
HARDWOOD LUMBER
Oak, Ash, Poplar, Gum, Cottonwood, Cypress, Hickory
SPECIALTY: SOFT ELM
MEMPHIS, TENNESSEE

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

DARNELL-TAENZER LUMBER COMPANY

MEMPHIS, TENN.

Manufacturers and Dealers in High Grade

HARDWOOD LUMBER

WE WANT TO SELL

180,000 ft. 3-8 Common Plain Red Oak

(Two Years Dry)

SAWED VENEER

We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

E. SONDHEIMER CO.'S BARGAIN LIST

If you are in need of any of the lumber listed below, we can make you very close prices on same as we are anxious to reduce our stock on these items.

400,000 ft. 4-4 in. No. 1 Com. Plain White Oak.
150,000 ft. 4-4 in. No. 1 Com. White Ash.
200,000 ft. 5-4 in. No. 1 Com. White Ash.
70,000 ft. 6-4 in. No. 2 Com. White Ash.
150,000 ft. 6-4 in. 1s and 2s Cypress.
200,000 ft. 6-4 in. Select Cypress.
300,000 ft. 4-4 in. No. 1 Com. Cypress.
150,000 ft. 6-4 in. No. 1 Com. Cypress.
100,000 ft. 8-4 in. No. 1 Com. Cypress.
200,000 ft. 4-4 in. 1s and 2s Sap Gum.
200,000 ft. 6-4 in. No. 1 Com. Sap Gum.
100,000 ft. 6-4 in. No. 2 Com. Cottonwood.
150,000 ft. 5-4 in. No. 1 Com. Gum.

E. SONDHEIMER COMPANY, MEMPHIS, TENN.

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.
152,765 ft. 1" No. 1 Common White.
52,947 " 1" " Red.

GUM.
31,000 ft. 1" 1st and 2nd Sap.
15,000 " 1" No. 1 Common Sap.
20,500 " 1" Box Boards, 13"-17".
5,750 " 1" 1st and 2d Sap, 18" and up.
16,500 " 1¼" 1st and 2nd Sap.
8,700 " 1¼" No. 1 Common Sap.
25,600 " 1½" 1st and 2nd Sap.
13,200 " 1 " 1st and 2nd Red.
8,200 " 1¼" 1st and 2nd Red.
2,300 " 1¼" No. 1 Common Red.

PLAIN OAK.
58,830 ft. 1" No. 3 Com. Red and White.
28,310 ft. 1" No. 2 Com. Red and White.
15,419 ft. 1" Sound Wormy Red and White.
102,592 ft. 1" No. 1 Common White.
146,569 " 1" No. 1 Common Red.
65,783 " 1¼" No. 1 Common Red.
26,637 " 1¼" No. 1 Common White.
19,492 " 1½" No. 1 Common White.

YELLOW CYPRESS.
15,310 ft. 1" 1st and 2nd.
39,758 " 1" Selects.
76,564 " 1" Shop.
15,750 " 2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

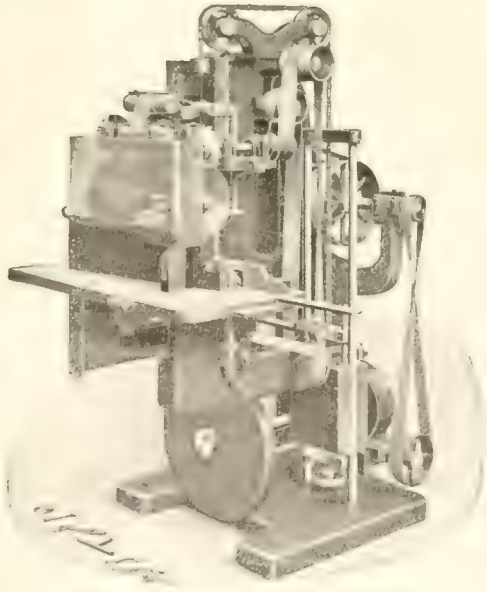
A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Association

ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention this Paper. — **116 Nassau Street** NEW YORK CITY

A WORD WITH THE FLOORING MANUFACTURER



NO. 248 UNIVERSAL END MATCHER

If we could show you an **END MATCHER** that would increase your earnings and profits, you would grasp the opportunity, wouldn't you?

If we could show you an END MATCHER that would Sort, Butt and End Match at the same time without turning the flooring end for end, wouldn't it be worth your while to investigate?

THE MACHINE WE HAVE REFERENCE TO IS OUR

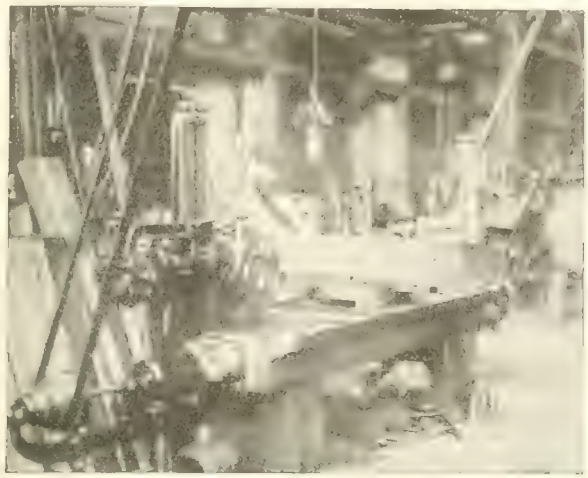
NEW NO. 248 UNIVERSAL END MATCHER

This is a brand new machine and is recognized by experienced flooring manufacturers as the most desirable and convenient machine on the market.

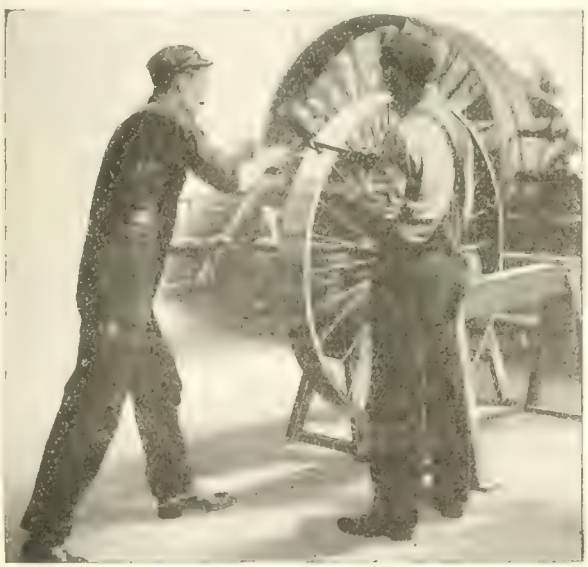
The flooring is worked on edge and held in a stationary position by an automatic clamp, insuring perfectly square ends. Each piece of flooring is passed from one operator to the other as it is finished without interfering with the work of either, thus facilitating the work and keeping the tables clear at all times.

You Are Invited to Write For Large Illustrated Circular

J. A. FAY & EGAN CO., 414-434 W. Front St., **Cincinnati, Ohio**



The holes for the staggered steel spokes in Berlin Band Saw wheels are bored at an angle.



The steel spokes are riveted. Every operation must be accurate.



The wheel [illegible] 1 1000 of an inch.

Why 1000 Berlin Bands have been sold

Seven years ago we built our first Band Saw. We knew, at the start, that a new machine must be better than the Bands then sold to get the business.

Up to that time cheaply built iron-spider wheels had been used. Sluggish straining devices cracked the bands. The bolted together frames were not rigid enough. Machines were built cheaply and sold for big prices.

We had the manufacturing facilities, found competent engineers, and began building Band Saws that convinced the most prejudiced that our resaws were to be a distinct advance in Band Saw construction.

We built into the new machines such improvements as experience had taught were necessary for long life, good work, and lots of it.

By getting close to the Band Operator's troubles on his own ground, bad features of other saws were corrected. Details were added that, seemingly small in themselves, helped the operator immensely.

Berlin Band Saws

have now the largest sale of any Band Saws in their line. One thousand have been sold to date. We are looking for even larger sales in the future.

Band Saw users have learned that our solid bases insure perfect alignment and that all steel wheels, trued to one one-thousandth of an inch and perfectly balanced, mounted between long heavy bearings, are the truest running wheels made.

On large machines requiring certain power we have discarded the uncertain friction. Our variable speed device transmits seven horsepower, against three that the friction can carry.

Berlin improvements have sold one thousand Band Saws to date. More are building as fast as our capacity permits.

A Berlin Band Saw will do your work better. Our Band Saw book explains. Ask for it.

The Berlin Machine Works

Manufacturing Plants:

BELOIT, WISCONSIN :: HAMILTON, CANADA

Branch Offices:

NEW YORK CHICAGO BOSTON NEW ORLEANS
SAN FRANCISCO MINNEAPOLIS, MINN.
COLUMBUS, OHIO SPOKANE SEATTLE
MONTREAL, QUE. VANCOUVER, B. C.
ATLANTA, GA. NORFOLK, VA.



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

Start the New Year right.
Buy your requirements now
While the stock is ready,
and the price right.
See anything in this list you can use?
Ask for delivered price—

100M.	ft.	4-4 1s and 2s Sap Gum
200	"	6-4 " " "
75	"	4-4 No. 1 Common Sap Gum
30	"	6-4 " " "
30	"	6-4 1s and 2s Red Gum
20	"	6-4 No. 1 Common Red Gum
40	"	5-4 1s and 2s Pl. White Oak
40	"	5-4 No. 1 Common Pl. White Oak
20	"	6-4 1s and 2s Pl. White Oak
10	"	6-4 No. 1 Common Pl. White Oak
10	"	10-4 1s and 2s Pl. White and Red Oak
40	"	4-4 1s and 2s Qtd. White Oak
12	"	5-4 1s and 2s Qtd. White Oak
19	"	6-4 1s and 2s Qtd. White Oak
35	"	4-4 No. 1 Common Qtd. White Oak
12	"	5-4 No. 1 Common Qtd. White Oak
18	"	6-4 No. 1 Common Qtd. White Oak
200	"	4-4 1s and 2s Poplar
500	"	4-4 No. 2 Common Poplar

KENTUCKY LUMBER CO.
CINCINNATI MANUFACTURERS OHIO

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:
1620 Union Trust Building
Cincinnati, Ohio

MILLS:
Norma, Tennessee
New River, Tennessee

ODDS and ENDS—TO CLEAN UP

GET OUR PRICES

3 cars 4-4 Log Run Cherry.
4 cars 4-4 Log Run Maple.
1 car 4-4 Log Run Hemlock.
3 cars 4-4 Log Run Yellow Pine.
2 cars 4-4 No. 2 Common Plain Red Oak.
2 cars 4-4 No. 2 Common Qtd. Red Oak.
1 car 4-4 No. 3 Common Walnut.
1 car 4-4 White Pine Crating.
1 car 1x10 White Pine Barn Boards.

DRY STOCK—Can ship immediately. All band sawn stock

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber · Ties, Staves and Box Shooks

OUR SPECIALTIES:
POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

WE HANDLE DRY

HARDWOODS

For
Domestic and Foreign Markets

Correspondence Solicited

FERD BRENNER LUMBER COMPANY
514 FIRST NATIONAL BANK BLDG. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

C. CRANE & CO.

HARDWOOD MANUFACTURERS

MILLS AND YARDS IN

CINCINNATI

Annual Capacity, 100,000,000 Ft.

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK--ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET

CINCINNATI

RIEMEIER LUMBER CO.

Plain and Quartered

Oak, Ash and Chestnut

Mixed Cars a Specialty

OFFICE AND YARDS:
Summer and Gest Streets,
Cincinnati, Ohio

EASTERN BRANCH:
Buffalo, N. Y.

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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Telephones Harrison 8086-8087-8088

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Coming Association Meetings

INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION

The twelfth annual meeting of this association will be held at the Denison Hotel, Indianapolis, Ind., on Tuesday, January 17, 1911.

E. A. SWAIN, President. C. H. KRAMER, Secretary.

HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES

The ninth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Tuesday and Wednesday, January 31 and February 1, 1911.

R. M. CARRIER, President. LEWIS DOSTER, Secretary.

NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The nineteenth annual meeting of this association will be held on Wednesday and Thursday, March 1 and 2, 1911, at a place as yet undecided upon.

R. W. HIGBIE, President. E. F. PERRY, Secretary.

General Market Conditions

A review of the year's business in hardwood production and sale shows that the production of the year in all varieties of hardwoods has been somewhat less than normal. Business was in fairly good volume and prices very satisfactory for the first six months of the year. During the latter part of the year there was a notable bulge in high grade poplar values and a satisfactory accretion in prices obtained for both quartered and plain oak. Maple and birch also showed an increased value which has been sustained during the entire year.

During midsummer hardwood sales dropped off to the usual dullness, and business since has not shown an average normal strength, although trade commenced to improve in October and has followed in a satisfactory volume up until the last ten days, when the holiday and inventory season has again caused a diminution of business.

The wet summer in the South materially interfered with production, and the output in the lower Mississippi Valley was considerably restricted for several months. Prevailing illness among operators also had its effect towards disseminating mill crews and decreasing output.

During the latter half of the year some few items of lumber have shown a little diminution of prices, notably poplar automobile panel stock, owing to decreased orders from the automobile trade, and quarter-sawed oak attributable to a considerable overstock beyond current demand. However, the general run of lumber values has been fully maintained and in some instances shows a handsome increase over a year ago.

Right now trade is manifestly quiet and it is expected to remain so until after the first of the year.

The furniture trade will not make its purchases of lumber until after the January exposition sales period is passed, when it can estimate the quantity of lumber that will be required.

The railroads are still restricting orders to a marked degree, awaiting the result of negotiations for higher freight rates. Many railroads are employing this policy of non-purchase as a lever to influence the Interstate Commerce Commission in its decisions. It is well known that the majority of railroads are in urgent need of ties, timber and lumber supplies generally, but are placing no material orders that they can possibly avoid. The steel industry, notably in the sale of rails, is handicapped by the same motives.

General building throughout the chief commercial centers of the country is going on at nearly maximum tide, which results in a very good trade for hardwood doors, interior finish and hardwood flooring.

The furniture business is moderate in extent and the factories are buying only for present needs, although many advance orders are offered for veneers and panels on account of the low range of prices asked for these commodities.

The trade in foreign woods is normal and featureless.

Prospects for increased and satisfactory trade for the first of the year are excellent, and in spite of the slight commercial unrest that still prevails, it is more than likely that, considering the manifest shortage of dry stock in first hands, the accelerated prices of stumpage and the prospects of increased general business, a very satisfactory and profitable hardwood business will develop not later than February 1.

World-Wide Prosperity

If volume of business is an evidence of prosperity there was a world-wide prevalence of it during the calendar year of 1910 now coming to a close, as shown by the statistics which have been gathered by the government. These figures cover all the principal nations of the earth, and indicate that during the year the world's commerce

DEC. 30 1910

has been nine per cent greater than 1909, reaching between fourteen and fifteen billion dollars' worth of exports and more than sixteen billion dollars' worth of imports. All signs point to a higher record in exports and imports than ever before made.

The data upon which the calculation has been made is official and shows the actual volume of commerce during from six to ten months of the calendar year. Using a monthly average obtained from these official reports, the Bureau of Statistics has made estimates of the import and export trade of the principal countries for the year. It is interesting to note that during the year the average monthly importations of the leading countries have been:

	1910.	1909.
United Kingdom	$265,333,000	$244,500,000
Germany	179,500,000	172,750,000
United States	120,500,000	119,500,000
France	103,250,000	97,333,000
Russia	62,500,000	56,500,000
Italy	49,000,000	48,250,000
Austria-Hungary	45,250,000	43,750,000
Russia in Europe	40,500,000	32,500,000
Canada	36,500,000	28,750,000
Japan (monthly average)	19,200,000	17,000,000

A study of exports discloses that the average monthly shipments by the leading nations have in 1910 exceeded those of 1909. It is found that the United Kingdom showed an average of $172,333,000 per month in 1910, against $151,500,000 in 1909; Germany $150,500,000 per month in 1910, against $132,000,000; the United States $143,000,000, against $136,000,000, and India $55,000,000, against $45,250,000.

The Coffin and Casket Industry

Statistics recently gathered by the coffin and casket industry indicate that the current annual production is approximately two hundred thousand coffins and caskets in excess of consumption. This industry is peculiar in the respect that sales can not be forced or augmented. The demand is standard and fixed, and a coffin is an article of purchase that is made but once.

This surplus in coffins and caskets over the consumption has been gradually augmented for some years, and it is somewhat remarkable that manufacturers continue to produce such an excess over requirements. It may be noted that there are fashions prevailing in coffins as well as in most other articles of merchandise, and the new patterns take precedence in sale over the old ones. Right now the average coffin manufacturer has his warehouse well stocked up with goods, a considerable portion of which are antiquated and of slow sale.

Today in the United States there are approximately one hundred and seventy five comprehensive factories manufacturing coffins and caskets and innumerable small shops beside. Under the present condition of the industry there is no excuse for the establishment of additional factories, for if the experienced and expert manufacturers at present engaged in this enterprise can not make good returns on their investment, it is a poor time for amateurs to attempt becoming competitors.

Lumber Credit Reports

The Record is in receipt of a communication from a prominent hardwood producer as follows:

"I believe the time is propitious for a campaign of education in the matter of credits, as we are evidently entering upon another era of prosperity in the lumber business, so far as the influx of orders means prosperity. Such times, however, usually see plentiful orders accompanied by plentiful losses, if credits are not carefully watched, and usually one loss leads to another and another in an endless chain, just as a boy starts the first brick in a row to see it cause the others to topple over in succession.

"The various credit reporting agencies give responses to their inquiries just as received, and some of these responses are often amusing, if not instructive. They are usually so conflicting that in the end the subscriber is just about as well informed as to the standing or credit of a firm about which it has inquired as it was before making the inquiry. To illustrate, I quote one amongst many responses received regarding the credit of a certain firm: 'Slow pay; meet their notes promptly; do not settle according to agreement; do not accept inspection rules, and make claims upon grade and amount of lumber invoiced; claims have also been made for shortage, grades and discounts that were unreasonable; do not consider them a good risk and willing to extend them credit for $600.' The credit man making such a report as the above deserves to lose his job as well as his money, and I think some publicity given this matter in the trade journals might awaken sufficient interest to cause various firms interested to make to their credit reporting agencies more careful and intelligent responses."

Undeniably there is much truth in the criticism the writer makes on the subject of the unintelligent manner in which many of the leading commercial agencies make their reports on credits. The citation may be somewhat exceptional, but in reviews of scores of reports they are more often found obscure, incomplete and unsatisfactory than otherwise.

The average ability employed in passing on the commercial standing of concerns is much lower than it should be. It is possible that commercial agencies do not charge enough to warrant them in securing talent that is competent to make intelligent reports, and if that be true, it would be wiser to secure a larger price for their work and give clients a service to which they are entitled.

It is notorious that commercial reporters command salaries that would be scorned by a third class bookkeeper. This probably is the reason why several of the lumber associations are maintaining their own credit departments, which are handling this work in a more intelligent manner than do the old-time credit organizations.

The Veneer Meeting

At the recent annual meeting of the National Veneer & Panel Manufacturers' Association the paramount subject that came under discussion was manufacturing cost. It is apparent that the majority of the veneer manufacturers have awakened to the fact that they have been fooling themselves for a long time on the cost proposition. A very elaborate and accurate system of cost accounting has been worked out by several members and it will be taken up by others.

Progress of the Rate Inquiry

The last of the witnesses for railroads and shippers that testified before the Interstate Commerce Commission were heard on December 1, when the taking of testimony in the rate controversy came to an end. From then on the investigation has been confined to the presentation of both sides of the case by the representing attorneys, together with expert advice which may be required. With the conclusion of the examination of witnesses, both sides feel optimistic as to the results. The railroads feel satisfied that they have proven that without the proposed advance in rates they will not be able to successfully finance extensions, while the shippers, on the other hand, think that while the railroads may have proven this question satisfactorily to themselves, it is not proven to the Interstate Commerce Commission.

On the other hand, there is a pessimistic element among the shippers which is inclined to view the outcome as dubious. While they are confident that they have proven their case, they contend that the commission is favorably inclined toward the railroads, and would be apt to grant a substantial increase in spite of the evidence. They question Chairman Knapp's sincerity in his expressions of disinterestedness, and some of them even make the charge that one member of the commission showed himself prejudiced in favor of the roads and urged his withdrawal.

The numerous witnesses testifying in favor of the roads were presented to show that operating expenses had increased tremendously in the last few years, principally on account of the higher cost of material and the advancement in wages. They endeavored to demonstrate that without the desired raises they would be unable to make contemplated extensions and improvements, and would find it awkward to finance their future business.

While the shippers' side admitted the advance in wages, they submitted testimony to the effect that the increase in the cost of materials was comparatively inconsequential. In addition they submitted figures proving that the railroads' profit had shown an immense actual increase over expenses.

The principal development since that time has been along the lines of proving that "instead of combining to advance rates, the roads might far better co-operate to reduce costs." This was the key to that famous speech in which attorney Brandeis, representing the shippers, made the statement that the roads could save a million a day in their operating expenses alone. While the evidence of extravagance in the operating department has been substantiated by railroad experts since that time, Mr. Brandeis' statement seems rather extreme considering that he is not a railroad expert. Either in a spirit of sarcasm or because of a sincere desire to remedy this apparent evil, the roads made Mr. Brandeis the offer that if he would submit to the roads a plan whereby they would be guaranteed this saving, he could name his own salary for the service. Mr. Brandeis replied that he would undertake this, though without any consideration from the railroads, and though he stated that he would confer with the railroad representatives at any time and place convenient with them, nothing further has developed. In the meantime the inquiry goes plodding steadily onward, and it is to be hoped that the question will soon be settled one way or the other.

Ninth Annual Hardwood Manufacturers' Association

Secretary Doster and the other officers of the Hardwood Manufacturers' Association of the United States are very busy over plans for the forthcoming annual meeting to be held at the Sinton Hotel, Cincinnati, on Tuesday and Wednesday, January 31 and February 1, 1911.

At the last annual of this organization it had the distinction of getting together the largest number of lumbermen ever assembled at one convention, over seven hundred, and every attempt will be made to break even this great record at its coming meeting.

Monday, January 30, will be devoted to an advance meeting of the officers, directors and executive board of the organization to clean up unfinished business, and the chairmen of the various committees will also call committee meetings on that date.

Arrangements have been completed at the Sinton Hotel to care for the delegates, and the splendid treatment received by the visitors last year will vouchsafe excellent accommodations for the coming year's meeting.

Outside of general inspection and other association matters that will come up before the meeting, there will be a series of papers on various details of technical subjects pertaining to hardwood timber, and lumber manufacture and marketing, to be delivered by experts in the various lines. The meeting promises to be a great success.

The Law's Inconsistency

The United States postoffice department has a rule amounting to a law which provides that the subscription for periodicals and newspapers shall be paid in advance. The penalty for neglecting to observe this rule is the right of the department to abrogate the second-class mail privilege enjoyed by the publication.

To the point in question. HARDWOOD RECORD has among its subscribers the Tariff Board of the United States government, and on receipt of a recent bill for subscription, the executive secretary of this board advises that the Tariff Board can not send a check until the completion of the service, and quotes the revised statutes of the United States, as follows:

"No advance of public money shall be made in any case whatever, and in all cases of contracts for the performance of any service, for the use of the United States, payment shall not exceed the value of the service rendered, or of the articles delivered previous to such payment."

There you have it.

The Season's Greetings

At the advent of the New Year and at this period of Good Will to All Men, Hardwood Record wishes to present its best wishes to the members of the hardwood trade and to congratulate them on the comparative prosperity the year has brought forth for this great branch of the lumber industry, and to felicitate them on the prospects of a satisfactory and successful business for the year 1911.

Again, Hardwood Record wishes to sincerely thank its fast-growing coterie of clients on the substantial patronage that has been bestowed on the publication during the past year, which to the minds of the publishers reflects the confidence and esteem in which it is held by the hardwood trade.

This patronage means the unqualified approval of the trade in support of the efforts that Hardwood Record is constantly making for the betterment of trade conditions; for fair dealings; for integrity of purpose, and for absolute honesty in all lumber transactions.

A Very Merry Christmas and
A Happy and Prosperous New Year
To All!!

Seeks Information

A distinguished correspondent in the Rocky Mountain states writes a friendly letter in which he states that there is no industry in the United States, taken as a whole, that needs educating as badly as the average homemade mechanical operator of sawmills. The writer compliments this publication on the splendid line of educational matter it prints in regard to timber, the botany of woods, etc., but he believes a little "botany" as to how to properly handle the sawmill man after he gets located on a timber tract would be appreciated by many readers.

The writer suggests that the average operator would like to read more literature on the subject of methods of logging, care of horses, arrangement of machinery, mill cutting orders, laying out yards, mill construction, the proper piling and covering of lumber, information on grading, properly loading cars, etc., etc.

The writer's suggestions may be very well-timed and pertinent, but there is not a topic he suggests to be editorially handled that has not been discussed in HARDWOOD RECORD times without number. It is a matter of manifest difficulty to obtain specific data covering various phases of hardwood production, seasoning, handling and marketing, that shall be general in character and applicable to all alike. The singular thing about hardwood manufacturing enterprises is the fact that every one is a different and distinct proposition, which requires different and distinct methods to carry it on to a successful issue. The experienced sawmill man who has spent half his life in the business finds that, on removal to another tract of timber, which may not be more than one hundred miles away from his original location, he has to adopt new means and new methods to carry it on successfully. In the average case he practically has to learn his trade over again.

The writer of course is right in [illegible]

tract of timber is not successful in another. The feed and care of live stock in Michigan would not apply in Mississippi. The arrangement of machinery in one mill cutting certain classes of timber would not be suitable for the mill in another locality and of another size. Details of cutting orders vary with the location and character of the plant. The yard laid out advantageously for a Wisconsin sawmill would be entirely inadequate and undesirable for a manufacturer in Arkansas. Instructions for sawmill operators applicable in Louisiana would not apply in North Carolina. The piling and covering of lumber as successfully employed in the North would not do in the South.

Grading is another subject in which every man is a law unto himself, but properly loading cars is a topic that might be discussed with a good deal of freedom and advantageously applied to all sections where lumber is produced. In line of suggestion of a suitable comment on this topic, it should be noted that the wise lumber producer in effecting a sale seeks to do it without any restrictions as to the size of the load he should put on the car, and he must needs secure the largest car that he can coax away from the railroad. If it is a box car, fill it to the roof, and if it is a flat or gondola, pile the lumber on the car carefully and evenly to the limit of weight, taking particular pains that only the good edges and ends shall appear on the outside, and put in enough stakes and cross pieces so that the load will carry safely to destination.

These instructions are not new, but they constitute the consensus of the best judgment of the biggest and best people in the trade.

A New Slogan

The Hardwood Manufacturers' Association of the United States through the offices of its secretary is putting out to its members a design shown in this paragraph, which it asks its members to employ in all their advertising matter.

The RECORD has had instructions from a dozen or more members of this organization to carry this design in their advertisements in



this publication so it will be noted that members of the association are putting themselves on record to guarantee a "square deal" in both grade and measurement of lumber as advocated by the Hardwood Manufacturers' Association of the United States, and concurred in by its various members. It would look as though this insignia were a logical development of the "square deal" propaganda so diligently urged by President Carrier and his predecessors at the head of this big hardwood organization.

How to Buy Lumber to the Best Advantage

The RECORD has had numerous complimentary letters referring to the editorial in last issue under the title of "The Propensity to Steal," in which a correspondent analyzed the situation salesmen encounter in effecting sales to the average wholesale consumer of hardwoods.

Perhaps the most pertinent comment that has been received is the following: "Same old story—I go against it every day—this fellow has it right—make the punishment fit the crime!"

This is just a sample of the comments on the situation. If the average "price buyer" for furniture and kindred lines could see himself as the lumber salesman sees him, he would soon awake to the fact that he is making a monkey of himself, in which he is being ably assisted by the astute salesman.

Advice is notoriously cheap, but certain it is that the price-buyer of hardwoods is a lobster. The moment a buyer permits himself in this day and generation to attempt to secure his lumber at three to five dollars a thousand less than the standard price, he lets down the bars to a lowering of grades that costs him money every time. He puts himself in the seller's hands, and has no recourse for adjustment of the current purchase, and his alternative lies in experimenting further with a new source of supply and have the "dose" repeated.

Today there is a standard value of standard grades of hardwood lumber. There isn't a variation of a dollar a thousand on grades of corresponding value. There is only one logical system for the buyer to pursue in making his hardwood purchases, and that is to buy standard grades as laid down by the Hardwood Manufacturers or the National association. If he is able to economically employ mixed grades and seeks to cheapen his total average price, the sensible plan lies in buying a proportion of the various grades that he can use, and mix them himself. By this system only is he enabled to secure the co-operation of the associations for re-inspection and passing on the standard of the quality he has purchased. The moment he permits the seller to make him a "special grade" he is getting the worst of the transaction, as it is only human to make the grade as low as the seller thinks the customer will possibly stand.

The "wise" lumber salesman is not spending his time trying to educate buyers on the subject of grades, but attempts to market the lowest possible grade that will satisfy the purchaser. Millions of feet of No. 1 common today masquerade as firsts and seconds, and as many millions of No. 2 common masquerade as No. 1.

The salesman likes to find a buyer who has no specific knowledge of grades, and is satisfied to accept anywhere from twenty-five to fifty percent of No. 1 common mixed in firsts and seconds; and that is about as he sells it. Sales of this character result in a good many arguments and disagreements in future adjustment, but the weakness of the buyer's position is such that he rarely succeeds in securing a square deal.

There are too many people having charge of the buying departments of concerns handling large quantities of hardwoods that are not posted on the grade proposition, and too often they delegate the inspection of their lumber to incompetent scalers. It would be wisdom on the part of lumber buyers to thoroughly acquaint themselves with the inspection rules of the two major hardwood associations (there is not enough difference in the total results of a just inspection under either one of these association rules to wad a gun), and buy with the distinct understanding that the purchase is made based on either one of these sets of rules. This is a safeguard for securing what they buy. The moment a seller attempts to work off a proportion of a lower grade for a higher one, the association's inspection bureaus can be called in and an honest re-inspection and adjustment made.

Special grades are not made in the interest of the buyer, but manifestly for the benefit of the seller. When the consumers of hardwoods awake to this situation they will find that there is money in their pockets by buying standard grades as laid down by the hardwood organizations.

Sales Managers' Association

The suggestion made in the last issue of RECORD that no little benefit could be secured by hardwood sales managers throughout the country by their organizing into an association, has received the most hearty approval on the part of almost a score of these gentlemen.

Details will now be worked out and it is more than likely that a call will be made for a meeting of hardwood sales managers to be held at Chicago about the middle of February, for the purpose of threshing out the problems which surround the marketing and distribution of hardwoods, and passing on a proposition for the organization of a hardwood sales managers' association or club.

The sales managers of a large number of leading manufacturers and jobbers throughout the country are interested in the proposed association, and it would seem to the RECORD that its formation is eminently desirable, and would contribute to a marked degree in unifying sales methods and would redound to the manifest benefit of the trade.

It is hoped that it will be possible to issue a definite call for this meeting in the RECORD of January 10.

Pert, Pertinent and Impertinent

A Fact

Just when the pearl was waiting one more plunge,
How many a struggler has thrown up the sponge!
And O how true, when shades of deepest dismay,
'Tis often darkest just before the [illegible] day
A little more persistence, courage, vim,
Success *will* dawn, or [illegible]

Then take this honey for the bitterest cup,
There is *no* failure save in giving up
No real fall as long as one still tries,
For seeming set-backs make the strong man wise.
There's no defeat, in truth, save from within,
Unless you're beaten there, you're bound to win.

Forest Conservation Notes

"Has anyone in this audience ever done anything for forestry?" in stentorian tones asked the lecturer.

"Yes, I have," vouchsafed a meek-looking individual. "I [illegible]."

* * *

[illegible] young man of the summer girl.

"Surely I am," she replied. "If the trees were [illegible] our hammocks."

* * *

Diggs—I see that they're making brandy from sawdust.

[illegible]

Acrostic

[illegible]

Inclement interval inviting indoors.
Naked nature nonchalantly narcotic.
Tempestuous temperature temerariously threatening.
Exhausted earth etiolating externally.
Rigorous recess radically refrigeratory.

The Modern Tower of Babel



Too many standards of hardwood inspection.

Sounded Queer

"I'm shopping early," lisped the little girl in the big department store, "an' I want to see some of those things that folks sleep in."

"Oh, you mean pajamas," said the polite clerk.

"No, I don't want them for pa, I want them for ma. I reckon you'd call them majamas."

Caution

"What makes you keep singing when you go into the woods?" said one hunter. "Don't you know it will frighten the deer?"

"Perhaps," replied the other. "But it will also help to prevent my being mistaken for one." *Washington Star.*

Push Business

Some people are always busy. They make for themselves business when the outlook is dull. They anticipate the quiet season by seeking new avenues of trade. In a word, they push their claims for trade. If not occupied with real income-producing trade, the alert one is busy locating possible new customers. The manly tradesman seeks not to take away a satisfied patron of a rival; he seeks the dissatisfied and urges his attention by superior wares, more courteous and patient treatment and untiring effort to please.

Sorry He Spoke

[illegible] Coltay was, sitting there in the box without a thing on her shoulders.

[illegible] John Snapp, your eyes weren't off them five minutes while we were in the theater.—*Boston Transcript.*

The trouble with Santa Claus is that he is too much a respecter of persons.

Every one who thinks strongly raises a scandal.

Annual National Veneer and Panel Manufacturers' Association

The sixth annual convention of the National Veneer & Panel Manufacturers' Association was held in the Auditorium Hotel, Chicago, December 13 and 14, being called to order by President P. B. Raymond at 11:00 A. M. Tuesday morning December 13. Secretary E. H. Defebaugh recorded.

The meeting was replete with animated and highly valuable discussions pertaining to the several instructive papers read by various members, and all in all was a session which all present voted that they were fotunate in attending, and which well might make those not attending feel they had sustained a considerable loss.

The report of probably more immediate interest than any other at the opening session of the meeting was that of M. C. Dow,



P. B. RAYMOND, INDIANAPOLIS, PRESIDENT.

Jr., chairman of the membership committee. This report showed that seven new applications for membership had been secured, this being a greater acquisition than that of any other year.

The Tuesday morning session was opened by the roll call and the reading of the minutes of the last meeting by Secretary E. H. Defebaugh. The minutes were approved as read.

President Raymond then delivered his annual address as follows:

President Raymond's Address

This meeting ends the fifth year of our association. I feel that we have not made the progress during the past year that we should have made. Our membership should have been doubled, but instead it has only held its own. We need more members and need them badly. Some extra effort should be made to interest all manufacturers in our line. Other organizations continue to grow. Many [illegible] the necessity of co-operation. Why should not the veneer and panel manufacturers wake up and not let every other line of manufacture get ahead of them?

Our clubs have gained in membership, which is some advantage, but the national association has not kept pace with them. Will you all please get busy.

A little child in my neighborhood was being taught to say the different meals of the day—breakfast, lunch and dinner. For several days this had been taught her, when she was asked, "What is the first meal?" The answer came back promptly, "Oatmeal."

This seems like a veneer man being taught to advance prices. A manufacturer, asking the price of crossbanding, always receives the answer that was given years ago. Nothing new enters his mind. As the child has been given "oatmeal" first, she could not forget it. As the veneer man had been taught cheap crossbanding, he cannot forget it. As the child gets older she takes up new ideas. As the veneer man gets older he clings to the same old ideas, and does not progress as the child. Logs get poorer, higher and scarcer, but crossbanding remains the same.

Quartered oak remains the same, and in a great many cases is sold for less money than when logs were fifty per cent cheaper than now. Something should be done to advance prices as timber advances. We should do as every other line of business does. If we cannot sell at a recommended price let somebody else sell at that price. There should be but one price for the same grade of goods that we manufacture. If we will all learn to stand "pat" when our customers tell us how much better they can do elsewhere, it will be but a short time until there is but one price for our goods, of equal grade and dimension. There is but one price for "oatmeal," one price for steel rails, and leather of the same quality and tanning. Railroad rates from one point to another are the same over different roads, the number of roads and the distance by different roads making no difference. All have one rate. Farm products are one price and all based on one market. In fact, there is a standard (one price) for nearly everything but our products. We should have one price and this can be had only through co-operation. Can this be accomplished?

The most important thing that we have done in the past year is the publishing of our Credit and Inspection Experience Guide. Is this book of any value to any of us? Is Bradstreet's, Dun's or any other commercial agency of any value or importance to us? If so, then our book is of tenfold more value, because it gives us actual experience of our customers' ways of making payments, of their ways of inspection, etc. Does any commercial agency do this? No, indeed. This book should be in the office of every panel, veneer and fine cut lumber manufacturer in the United States, because he will then know how his customer will pay his bills, and will know whether the stock will be inspected fairly or not.

This work and this booklet have been accomplished through co-operation. The members have joined hands. This booklet will be followed by others from time to time. The number who contributed lists this time was gratifying, but next time we want even more.

I recommend that we inaugurate an inspection bureau and have national inspectors in different localities where it is found necessary. This matter is one of great importance and should be put upon a basis similar to the National Hardwood Lumber Association. While this may cost us a little more, it will make our association of much more usefulness to all.

National conservation should be taken up by our association, for it is of great importance to us to see that timber, now being wasted, should be left to grow to a suitable size to be used, thereby giving us a supply that would last years longer than if used as it is being used now. There is only a very small per cent of timber that is cut down that is suitable to be used at time of cutting, and much is left in the woods to decay, thereby being of no value to anybody.

I would suggest that a committee be named to take this matter up and to attend to the National Conservation Congress. All national organizations interested in the work are entitled to five delegates.

The object of the congress is as follows:

First: To provide for discussion of the resources of the United States as the foundation for the prosperity of the people.

Second: To furnish definite information concerning the resources and their development, use and preservation.

Third: To afford an agency through which the people of the country may frame policies and principles affecting the conservation and utilization of their resources to be put into effect by their representatives in state and federal governments.

I feel there is much of good in what we have done, but I also feel there is much more that we can do. We must cement ourselves together more securely. As individuals we must take a more personal interest and a more active part in association matters. We must have more members. Every manufacturer of veneer and panels in the country should be one of us. I appeal to each of you faithfuls here. Help us get new members and help us create the spirit that brings results. Results will become more marked as our membership increases.

The report of Secretary E. H. Defebaugh was the next order of business.

Secretary's Address

Mr. President and Gentlemen—Topography of the business world has so many hills and hollows it is hard to pick out the fertile land. With the big financial interests sitting on their purchasing agents and only permitting them to buy enough bread for today—to forecast what the harvest will be is beyond your secretary. This admission on his part comes with poor grace, for he has ever believed that the sunny side of life was the optimist's domain. For that reason he would suggest with the bountiful crops which have begun to turn into dollars, the good fair returns coming to all parts of the agricultural sections of the United States must make us believe that our foundation at least is substantial, and notwithstanding our



C. T. JARRELL, FIRST VICE-PRESIDENT, HUMBOLDT, TENN.

waste and high living, that 1911 will have many charms for those who operate on good conservative business lines. This means that each individual manufacturing veneer and its products must keep his car to the ground and discover if possible, the needs of his own customer, cultivating more than ever his confidence and by giving him quality goods that will fill his needs, not on the basis merely to help him out, but at values that will net you a profit on the logs that you went to so much trouble to select and put in your mill and scientifically manufacture them for the trade you best knew.

The pertinent thought of the manufacturer today after being assured that at the price you are paying for logs you will be able to come out even is the absolute checking up of every department of your business so that when your material is merchantable you have the assurance that you have the right quality and that you have most intelligently made your product so that no part of it will be a drug on the market, if there are any orders to be given out.

Now that 91,000,000 people just buy what they need it may not take all of your product, but there are few times in the past one hundred years when with good crops the American people did not have fair business.

It is not a time, gentlemen, however, to sit on the back fence wishing you were in the heyday of more orders than you could fill at prices current that netted you a maximum profit, but take a fine tooth comb and persistently try to get an order, not at any old price, but at the maximum price. Read the list of your customers, find out where they are buying their goods; try and match up some stock you have either in the log or manufactured product that

would best serve their needs, if they had it in their factory; advertise your goods by persistently calling their attention to the fact that you are a quality manufacturer and have veneer for sale. Advertise your wares to the young and old customer as do the big mail order houses who are busy when the rest of us are playing the Micawber act and waiting for something to turn up.

There is good old horse sense, however, in applying these aggressive sales methods and it means no more or less than intelligently quoting a price. "The bugaboo of the other fellow" retards trade and influences lower prices, and it is time in the history of this association when men who sit shoulder to shoulder in this meeting today and in the conferences held these two days should never exist.

If this association has done any one thing for the membership more than another it is in forming friendships that will never die and as friendship is the basis of all compensation after all, why should we not inject it in our everyday business life so thoroughly that when a buyer ambitiously undertakes to make good in his position by trying to work both ends against the middle, the integrity of doing the right thing at the right time should be emphasized in every business transaction.

The problem that enters into all present matters as well as the general good of the industry is one that should have careful consideration and thorough discussion at this meeting. The influence of fraternity should be made to permeate every individual connected with our industry; the National Association should, as it has in times past, be the head and front



E. H. DEFEBAUGH, CHICAGO, SECRETARY.

of all organized effort. It should be responsible for further co-operation between individuals and that will come about from attendants at this meeting, provided each one of you has said right down in his heart, "I have come here to put my shoulder to the wheel in any way possible to advance the interests of this association, for by it and through it better information may be obtained as to how to get the most out of the log and how to explain if the trial balance for 1911 does not show a good round profit for 1910 business."

These meetings should ring with the oratory of the fellow who has found it beneficial to attend, and while the individual who comes here because there is a screw loose some place in his business machinery which has shut down the earning power and made it necessary to doctor up the method of doing business. It should elicit that confidence that would mean talking right out in meeting so that when the adjournment is called for, it will be with regret and each man will go home with a feeling that he has profited by the investment of money and time in coming here. The golden opportunity of opening up a new set of books for 1911 and taking advantage of the lessons of 1910 so that the cost, purchase, manufacture and sales of your goods will be on better lines than ever before.

I am sorry to say that veneer logs, like its competitor, hardwood lumber, has not shown that strength of character that prevailed earlier in the year, because we have all been measuring with a 1907 yard stick and when for some reason or other the big business machine happens to get out of order, we start in to force things, and when you get to putting the camel through the eye of the needle, you have some job on your hands.

So, then, let us sum up what we have ahead of us. A probable advance of freight rates; advanced cost of living; advanced cost of manufacture is a reality; the ghost of idle wheels from overproduction; the bugbear of Wall street turning the cut off on all purchases for industrial and railroad companies for the sufficient reason that they insist on legislation favorable to their interests whether it seems best to the people of the United States or not.

The other side of the ledger shows that the banking conditions of this country are in better shape than they have been for a long time; the manufacturers of veneer and panels have a better idea as to what an intelligent price should be; the consuming factories have less stocks on hand of lumber and veneers than any time in their history. The fact that a good crop always makes business active would lead us to think that because the railroads have allowed their equipment and rolling stock to depreciate, if a spurt of business were to come on us, we would have a car shortage on our hands in a minute. Thus in balancing the ledger the real fact remains that optimism is the ring and pessimism is the hole.

The report of the treasurer showed that the credit balance of the association was somewhat diminished, although there was no apparent financial stringency. Mr. Defebaugh appealed to the members to meet their payments more promptly so that he would be able to settle the expenses of the association for the coming year without embarrassment.

President Raymond appointed temporary committees to act during the convention as follows:

Nominating Committee—F. A. Richardson, C. T. Jarrell, M. C. Dow.

Constitution and By-Laws—S. B. Anderson, F. B. O'Daniel, W. M. Thompson.

Auditing Committee—L. P. Groffman, E. A. Gorham, J. A. Setter.

Resolutions Committee—J. M. Penrod, Haines Egbert, R. C. Dayton.

Arbitration and Grievance Committee—D. E. Kline, O. C. Lempke, E. W. Benjamin.

Membership Committee—M. C. Dow, R. C. Dayton, W. M. Perry.

Classification and Grading Committee—J. D. Marias, J. T. Edwards, N. M. Willson.

Burdis Anderson was then called upon to read a paper on "Costs and Cost Accounting in the Manufacturing of Rotary Cut Veneer," which was as follows:

Cost and Cost Accounting

When I retired from the office of president a year ago I shared the hope of some of you that we all would be relieved indefinitely of the ordeal of my speeches.

But our secretary wrote me a few days ago that all of the more capable and desirable speakers had declined the honor and that it was, therefore, up to me; that no refusal would be accepted, and that I positively must open the discussion of "Costs and Cost Accounting" at this meeting.

I have no disposition to shirk any obligation to the association; but, unless some of our retiring and modest, or disinterested and lukewarm members get to the front and consent to fulfill their obvious duties in association work, I fear that my epitaph, eventually, will be like that which Lord Brougham wrote upon himself:

"Here, reader, turn your weeping eyes,
My fate a useful moral teaches;
The hole in which my body lies,
Would not contain one-half my speeches."

An accurate knowledge of costs is the keystone, without which no successful and permanent manufacturing business can be established; and the perplexing problems that confront every effort to ascertain the exact cost of producing each of the multitudinous sizes, in all of the different grades and the many thicknesses demanded in commercial veneers, make the consideration of cost accounting peculiarly and especially interesting to the veneer manufacturer.

It is a fact worthy of constant repetition that theoretical figures do not establish a safe basis upon which to found and operate any commercial enterprise; and it is equally and unquestionably true that many unfortunate veneer enterprises have been enthusiastically promoted upon the showing of purely theoretical figures, made in all sincerity, but without sufficient practical knowledge to forecast and fully appreciate many of the difficulties to be encountered.

It has been well said by one of our eloquent members that "An embryo veneer manufacturer, with a pencil an inch long, may figure himself rich in fifteen minutes, but when he gets down to actual business and really begins to cut wood, he will find the results very different from what he anticipated."

Comparing a theoretical veneer proposition with the cold facts and figures derived from accurate records of the best results obtainable in the actual process of manufacturing veneers, compels us to conclude that any manufacturer who bases his veneer operations upon theoretical figuring is likely soon to find himself in a position similar to that of the man who sat in the great American game with three aces and a pair of kings. When the table had been cleared and the pot had disappeared he awoke up to a hazy realization of the fact that there were also four little deuces in the deck, and that the time required to bring him to this beneficent state of impoverished enlightenment will be in exact proportion to the size of his "pile."

The careful consideration of costs is, therefore, essential to our ultimate success and the



H. S. YOUNG, INDIANAPOLIS, ASSISTANT SECRETARY.

subject of cost accounting is of paramount importance to every manufacturer of veneers.

Costs and cost accounting have received the active attention of this association since it started, but added interest and impetus were given to their consideration at the annual meeting two years ago, when papers were read by Mr. Eggers on "Cost Accounting for a Panel Mill," and by Mr. Dayton on "The Costs of Log Run Rotary Cut Veneers."

The cost figures given by Mr. Dayton at that time aroused a storm of protest from some quarters, were endorsed as approximately correct by others, and induced many incredulous manufacturers to study veneer costs more closely than ever before.

The discussions started by Mr. Dayton's paper have had a wide influence upon the veneer industry, and have greatly aided in the active, intelligent investigation of costs and cost accounting systems.

Figuring upon a total factory and miscellaneous expense of $73 per day per machine, a log cost of $20 per 1,000 feet, and the average day's cut of logs into each thickness and the percentage of waste that his personal records and experience had shown to be approximately correct, Mr. Dayton arrived at the following costs per 1,000 feet for single-ply, rotary-cut stock:

[illegible]	[illegible]
[illegible]	[illegible]
1-20"	3.87
[illegible]	[illegible]
[illegible]	[illegible]
3-16"	10.25

Mr. Dayton explained fully how he arrived at [illegible] figures and if his basis of figuring is accepted, the results unquestionably must be as he stated.

The several items that enter into the computation of veneer costs are the price of logs, expenditures for labor and factory maintenance and operation, overhead, fixed or general and miscellaneous expenses, the average daily cut of logs into each thickness of stock, and the average percentage of merchantable stock in each size, grade and thickness produced from the logs.

A variation in any one of these items of cost changes the final result, and, while two mills may show approximately the same figures for some of the items enumerated, it is highly improbable that the expenditures of any two mills will be exactly the same on all of these items. It follows conclusively, then, that the costs of producing rotary-cut stock will hardly be exactly the same in any two mills, and that although the systems of cost accounting may be similar, the results shown will be different, and that for any intelligent knowledge of the matter, costs must be figured persistently and accurately under the conditions existing and peculiar to each individual factory.

For one veneer manufacturer to depend upon the costs ascertained to be correct in some other man's mill would be quite as ridiculous as the way in which Dutch Joe took an inventory of his grocery stock. Dreading the tedious task of stock taking, Joe went down to see his friend Rickerman, a more energetic Dutchman, also in the grocery business, and asked him how much his recently completed inventory amounted to.



H. J. BARNARD, INDIANAPOLIS, DIRECTOR.

When Rickerman, rather unwillingly, produced the figures, Joe took one prolonged survey of the store and its contents and, with a sigh of relief, remarked, "Vell, I guess I got aboud der same; I pud id down."

Our main objects in the continued discussion of costs and cost accounting are, first, to endeavor to induce every manufacturer to figure costs intelligently and accurately in his own plant; next, to show the relation between actual costs and the prices for which our products are commonly being sold, and, finally, that if some manufacturer finds, by comparison, that because of peculiar advantages he can produce stock for less than the average costs, he may take the benefit and demand the extra profit to which his especial advantages entitle him.

Any cost figures I might give out at this time would, therefore, be of absolutely no advantage to anyone, except, possibly, for comparison and to prove that ruling prices are, many times, much lower than they should be.

For log run stock, on the basis he outlined, I believe that Mr. Dayton's figures are approximately correct, and of the mills that do rotary cutting exclusively I believe that the average cost of operation per machine day, for the past three years at least, will be found to be higher rather than lower than Mr. Dayton's estimate of $73 per day per machine.

Where veneer and panel mills are combined the additional general and miscellaneous and heat, light and power expenses are comparatively small and the totals may be divided with the panel department. Then the expenses of the rotary mill for sizing, crating, shipping freights and selling may be almost entirely eliminated, all of which might make a difference of $30 or more per day; but let the rotary department be increased so as to produce a large quantity of rotary-cut stock for the market and the expenses and costs of the rotary-cut stock will be increased accordingly.

All costs should include every item of expense from the time a buyer starts out to purchase logs until the stock is manufactured, sold, delivered and the cash for it has been received.

In figuring the cost of production per machine per day, including all miscellaneous or general expenses, we cannot safely figure on short periods, but should take the results for a year or more. If the record for the year shows that at a total expense of $30,000 two machines have operated 300 days each, or a total of 600 machine days, we have a cost of $50 per machine day. If, on the other hand, with a total expense of $6,000 for the year we operate one machine only thirty days, it brings the cost of operation up to $200 per machine day.

All accurate records of costs must be based upon actual facts as they exist. The eternal question should be not what might have been or should have been, but what actually has been accomplished and what did it cost.

Perhaps no item that enters into the cost of veneer production will vary more in different mills than the quantity of logs cut into a given thickness in one day on one machine. This depends largely upon the speed of the machine and the length and class of stock to be manufactured. At a fixed expense for operation the quantity of logs cut by a machine in a given time absolutely controls the cost of production, unless the increased speed is offset by greater waste, and a consequent reduction in the merchantable product.

The product of the logs in any class of stock should be shown by the record of sales, with the inventory of stock of precisely the same grade. A record for a big percentage of product from the logs and a profit that shows only on the books amounts to nothing, if it is offset by a warehouse full of scrap and junk fit only for fuel. A cost accounting system that is effective should show results not only on the books, but in the bank.

But let us assume that a manufacturer has a complete record of all of the logs, labor and operating expenses entering into the manufacture of each thickness of each kind of wood for a year or more. He has also kept careful account of the amount of each kind and thickness of stock produced, and has charged to each its correct proportion of depreciation and miscellaneous expenses, so that he has an absolutely accurate account of the average cost for the year of each thickness of each kind of wood manufactured. He has an interesting lot of figures and a lot of interesting information. But what does it really amount to?

Under each thickness of each kind of wood he has lumped select faces with backs and center stock, combined large sizes with log run and off-falls; he has then struck an average and arrived at the flat cost per thousand feet of the whole mixed mess.

If he has an unlimited demand for log run stock he will do very well, but if he has a call for ⅛-inch No. 1 faces for flush panel doors, ¼-inch pin block stock in whole pieces, or 1-20-inch crossbanding for large, flat top desks, his records and cost accounts contain no data upon which to intelligently figure a legitimate selling price.

The most complete and the only approximate satisfactory system that I have found for figuring costs of rotary-cut stocks of all the various kinds, thicknesses, grades and sizes, is to figure the cost of each order or lot of stock produced.

Starting in the yard, the report on each order shows the number of feet of logs used, including waste incident to cutting to required lengths and cutting out rot, shake or other serious defects, and the labor employed to dragsaw and put them into the vats. The report on each order shows also the time of the rotary machine, including the log peelers, cutters and machine tenders, the time of the clipper men and helpers, the time of the dryers and the labor employed, the labor employed for crate making, grading and packing, the labor employed to load and ship, and, sometimes, the expense of drayage.

Then, in the cost of each order is included its proportion of superintendence, heat, light and power, depreciation, selling, office and miscellaneous expenses, including every item of expenditure not previously covered.

A summary of the reports on each order shows the percentage of product from the logs in the thickness, grade and sizes specified, and the cost per 1,000 feet.

If freight is allowed, it is added to the total cost and the amount compared with the amount of the selling invoice, less any discounts or deductions, showing the profit or loss on each order or lot of stock manufactured.

If correct accounts are kept the costs of all orders or lots of stocks produced during any period of operation will amount to the total disbursements of the plant for the same period.

When such records of cost cover a long period of operation, the costs of duplicate orders can be compared to great advantage and they form a basis upon which to safely and intelligently estimate the selling price for any kind, thickness, grade and size of stock that has ever before gone through the mill.

Some one has said that such a system of cost accounting necessitates a great deal of work; but it doesn't require as much time and detail as might at first be supposed, and I am fully convinced that the requisites for success in the veneer business are eternal vigilance, careful and persistent attention to details, and at least a little luck.

This paper engendered considerable discussion, D. E. Kline, R. C. Dayton, P. B. Raymond, S. B. Anderson and M. C. Dow, Jr., taking part. The discussion ended the morning session.

TUESDAY AFTERNOON SESSION

A pleasing buffet luncheon was served at one o'clock in the convention hall, which effectually prevented the members from scattering and missing the afternoon session.

S. B. Anderson of the Anderson-Tully Company, Memphis, Tenn., opened the session with a brief description of what he saw on his recent trip through Europe. He stated that all over Europe a great deal of three-ply veneer shipped in from Russia is being used, while very little plain or single-ply stock is consumed. When they don't use three-ply stuff, they usually use sawed veneer, glued up.



R. C. DAYTON, RHINELANDER, WIS., DIRECTOR.

He went into some detail along the lines of forest conservation in Germany, discussing in particular the wonderful white pine plantations which had been raised on land where pine originally was an unknown quantity. The close utilization of the tree in its entirety was pointed out, Mr. Anderson emphasizing the fact that besides bringing directly a greater return, it also militated against the fire hazard to such an extent as to practically eliminate it.

Mr. Anderson then went more into detail as to the close utilization of every foot of available land in the thickly populated

countries of Europe, and after discussing the cost of living here and abroad in a general way, retired in favor of E. W. Benjamin, who read a paper on "Costs and Cost Accounting in the Manufacture of Panels." This paper contained a good deal of valuable information and suggestions, and will be printed in the next issue of the HARDWOOD RECORD, as it was impossible to obtain it in time for publication now.

D. E. Kline submitted the following interesting paper on "Arbitration":

When our esteemed president and his secretaries advised me that they expected me to prepare a paper on "Arbitration," they said at the same time that no excuse would be considered; therefore, if you find what I say an infliction, place the blame where it properly belongs. Also remember the tale of the piano player in the dance hall of the western mining camp, who had a sign printed in very large letters above him, which read, "Do not shoot the piano player; he is doing the best he can."

My first act was to write to one of my young friends, a journalist, telling him of my predicament and asking him for advice and assistance. He kindly quoted Webster's definition of the word arbitration and then added that he would be here, and that no matter how bad my paper



E. W. BENJAMIN, CADILLAC, MICH.
DIRECTOR.

might be, he, among the auditors in the gallery, would greet it with loud and enthusiastic applause. I will, therefore, be very skeptical of the sincerity of applause.

There are several varieties of arbitration. One is like this: Two gentlemen registered at a hotel; the hotel was crowded and rooms scarce. The clerk suggested that they take a room together which contained two beds; as they were friends, they agreed to this plan and were shown to the room. Upon inspection it was discovered that there was a wide bed and a narrow one. The elder gentleman said: "Well, George, here are two beds, a wide one and a narrow one; which one will you take?" And without giving George an opportunity to reply, continued: "I will take the wide one," to which proposition George, of course, assented and the question was amicably adjusted.

Then there is the case of the man and wife who were discussing their marital disagreements. Said the wife: "Our troubles can all be settled by arbitration." "Yes," said the husband, "but who will arbitrate them?" "I will," said the wife, and that settled it.

I find that this subject has been and is being discussed by many prominent men of our country and other countries. These discussions apply not only to disputes that arise in business, but to international, labor and other disagreements. Each and every writer and speaker (with one exception) whose utterances I have read, expresses the opinion that arbitration is the best and easiest solution of the disputes that arise.

The exception I have mentioned claims from his viewpoint that the man who consents to arbitration wants "some one else to run his business" is incompetent, that he should turn his business over to a conservator or have a receiver appointed; that he is surrendering his constitutional rights and that arbitration is the other fellow's game. He says: "Can it be possible that the men who propose it think they cannot get justice in our courts and before the juries of the country? If so, why do they not say so? They do not think so, but they do know that, before court and jury, they must have right and equity on their side; they know they must come into court with clean hands; they know they cannot enforce their claims unless they are founded on a contract and they know further that that contract will be construed fairly and plainly."

This argument sound fine, and would not be contradicted by experience, by the daily decisions that are erroneous, and by verdicts that are incredulous or prejudiced, it would have, in my mind, some weight. A verdict by an intelligent, disinterested, fair-minded arbitrator or arbitrators, versed in the particular line in question, is, to my mind, a much safer chance for both sides. To have arbitration in its true sense or perfect form it is necessary that those interested should have the utmost confidence in the fairness of the arbitrators, and one writer goes so far as to say that "where these arbitrators are in the form of a committee, they should not be appointive, but be elective, and that the men themselves who are using it for their services, should have a voice in their selection."

This writer is no doubt correct in his first statement as to the necessity for confidence in the fairness of the arbitrators, as otherwise their work would be of no avail. It would be preferable if both sides could have a voice in the selection of arbitrators, but I think this plan would be practically impossible in many instances, as disputes frequently arise between the members of associations (such as ours) and their customers who are not members and, therefore, can have no voice in the selection of arbitrators. I take it that in disputes of this character the outsider (so to speak) is always advised as to who the arbitrators will be and can consent to their service or object to it, as he sees fit, and no doubt in case of objection to any or all members of an association committee of arbitration, others would be selected that would be satisfactory to both sides. But some men are so constituted that they will concede nothing, and these men, unfortunately, are the very ones who, when the question of arbitration comes up, insist that there is nothing to arbitrate. These men could not be induced to submit to arbitration the question "Is there anything to arbitrate?"

Again, there is the man who, by reason of membership in an association, expects that the decision of an arbitration committee of his association shall be—right or wrong—in his favor. I quote from another writer: "There is one thing certain, this matter of dispute will never be eliminated. From the very earliest day controversies have arisen and they will continue to arise in the future. We bring them on ourselves, so we must settle them. From time immemorial, as soon as two parties got into controversy, the first thing thought of was to resort to law. The court decides the case, leaving one party to the controversy dissatisfied. In my opinion, a great many cases go to court that could be settled without legal interference, expense or delay. This would be a friendly settlement handled expeditiously and inexpensively." But right there must enter in the spirit of confidence, as otherwise arbitrators' decisions would be no more satisfactory to the losing side than the decisions of the courts.

Says another writer: "Arbitration is a system that has grown up among traders, largely since the association has taken hold of practically every branch of trade." This is undoubtedly true. In our own association we found in its earlier days that there were no grading rules. Every manufacturer was a rule unto himself, and I may say, so was every buyer. One of the first works of the association was the establishment of inspection and grading rules, crude perhaps at first, but they have by persistent work gradually assumed a form that is satisfactory to the manufacturer and also to the buyer, whether he be dealer or consumer, and the best feature is, they are recognized and respected. Under the old chaotic plan there was no basis for the settlement of the disputes that were constantly arising. Under the present grading rules there is a positive basis and if manufacturer and buyer both regard these rules in their dealings, there should be no disputes. But as man is fallible, disputes continue to arise. Therefore, we find that with the official grading rules as a basis, arbitration is possible and at times effective.

I find in my experience as a member of the arbitration committee of this association that there have been instances when the mere suggestion of referring disputes to the committee has had the instant effect of having objections withdrawn by the complainant, and proper settlements have been effected. Would this be the case if the complainant was ready to go into court with the "clean hands" previously referred to? The fight under any circumstances would be in his home court—evidence easily procurable, the jury made up of his friends or acquaintances, familiar with the fact that this was a fight between home folks and a foreigner. Under such circumstances what result could be expected? How many of us have tried it and been sorry for it afterward?

I cannot conceive why the parties to any transaction, where there is a dispute, who are simply honest, can have any objection to arbitration, provided they know and have confidence in the arbitrators. I do not think that arbitration forced by associations under their rules, where either side may not object to one or more of the arbitrators and have others substituted, can be successful or satisfactory. We have, as yet, much to learn and difficulties to overcome before arbitration will be a perfect success, but I believe that the time will come, and that it is rapidly approaching, when all such troubles will be adjusted by the means of arbitration. I seriously regret that my time has been so much occupied otherwise, that it has not been possible for me to give this subject more thought and to have, therefore, prepared a paper worthy of your consideration. I have quoted largely from others, to whom I owe thanks, and have perhaps not even touched all the "high spots." I sincerely hope there may be some food for thought in what I have said.

The following applications for membership were then submitted by M. C. Dow, [illegible] Membership Committee.



ALEX LENDRUM, KANSAS CITY, MO.
DIRECTOR.

All were favorably acted upon by the association:

Moose River Lumber Company, McKeever, N. Y.
[illegible] & Lumber Company, Scottsville, N. Y.
Kimberlee, Wing & Co., Neenah, Wis.
Setter Brothers Company, Cattaraugus, N. Y.
T. H. Thompson, Milan, Ind.
Parma Manufacturing Company, Parma, Mo.
[illegible] & Supply Co., Ky.

The report of the Nominating Committee, C. T. Jarrell, chairman, recommended the following officers and directors for the ensuing year:

President—P. B. Raymond, Indianapolis, Ind.
First Vice-President—C. T. Jarrell, Humboldt, Tenn.
Second Vice-President—W. C. Calhoun, Sheboygan, Wis.
[illegible]
town, N. Y.
Secretary-Treasurer—E. H. Defebaugh, Chicago, Ill.
Assistant Secretary—H. S. Young, Indianapolis, Ind.
Directors—R. C. Dayton, E. W. Benjamin, A. E. Gorham, M. W. Perry, Alex. Lendrum, J. C. Hill and H. J. Barnard.
[illegible]

Lendrum and H. J. Barnard, were held over from last year.

Mr. Jarrell in submitting the suggestions of his committee, lauded the work of President Raymond, pointing out his accomplishments along the lines of organization, of imbuing a spirit of energy and enthusiasm into the membership and of getting hold of new applicants from among the manufacturers of the country.

The president then requested Thomas McCulloch, manager of the National Association of Box Manufacturers, to address the convention. Mr. McCulloch talked along the line of prices. He used as an illustration of his argument the case of steel manufacturers, pointing out that there is a marked uniformity in quotations on steel products universally, this condition existing despite the fact that it is impossible for steel manufacturers to operate or secure raw material at a uniform cost. The finished product is offered to the consumer at a price which does not vary to any appreciable extent in different sections. Mr. McCulloch suggested further that this should prove an interesting example for the manufacturers of wood products, and closed with an expression of the cordial feeling existing between his association and the National Veneer & Panel Manufacturers' Association.

WEDNESDAY AFTERNOON'S SESSION

Secretary Defebaugh opened the closing session of Wednesday afternoon by reading the report of the Resolutions Committee. The committee submitted resolutions pertaining to the death of Jarvis A. Underwood and Chester R. and Ezra Gorham as follows:

Resolutions

WHEREAS, The Almighty Ruler of the Universe has removed from among us one of our most highly esteemed members, and

WHEREAS, In the death of Jarvis A. Underwood, we feel that we have lost a zealous worker for the advancement of the interests of the associations; therefore,

We, the members of the National Veneer & Panel Manufacturers' Association, do hereby resolve that by the death of former Vice-President Underwood we have lost a friend whose genial good fellowship and wise counsels were always helpful and highly appreciated, a business man of ability and the highest integrity and a most valued member of our association, and be it further

Resolved, That these resolutions be spread upon the records of the association and a copy of same be forwarded to Mrs. Eunice K. Underwood with expressions of our profound sympathy in her bereavement.

WHEREAS, Chester R. and Ezra S. Gorham of the Gorham Brothers Company, Mt. Pleasant, Mich., have been called away by death since our last meeting, and

WHEREAS, They were both faithful and loyal members of our association, always ready to assist in the advancement of the work undertaken by us,

Resolved, That we have sustained a great loss in their death,

Resolved, That we extend to their widows and the surviving members of their firm our sincerest and deepest sympathy, and be it further

Resolved, That a copy of these resolutions be spread on our minutes and copies be mailed to their widows and the Gorham Brothers Company.

J. N. PENROD,
R. C. DAYTON,
R. S. BACON,
Committee.

The suggestions of the Committee on Code of Ethics, Burdis Anderson chairman, were referred to the present committee, which was perpetuated and given power to act by a vote of the association for their revisal. The suggestions will be put in suitable form and published some time in the future.

The last business before the convention was that of naming a place for the next meeting of the association in June, Chicago being selected. The motion to adjourn followed.

Those attending the meeting were:

Attendance

S. B. Anderson, Anderson-Tully Co., Memphis, Tenn.
Robert S. Bacon, Bacon-Underwood Veneer Co., Mobile, Ala.
E. W. Benjamin, Cadillac Veneer Co., Cadillac, Mich.
C. B. Clark, Kimberly-Wing Co., Neenah, Wis.
C. F. Crandall, Crandall Panel Co., Brocton, N. Y.
R. C. Dayton, Wisconsin Veneer Co., Rhinelander, Wis.
E. H. Defebaugh, The Barrel and Box, Chicago, Ill.
H. L. Doty, Moose River Lumber Co., McKeever, N. Y.
M. C. Dow, Jr., Goshen Veneer Co., Goshen, Ind.
M. C. Dow, Sr., Goshen Veneer Co., Goshen, Ind.
Haines Egbert, Sanders & Egbert Co., Goshen, Ind.
F. W. Eggers, Eggers Veneer Seating Co., Two Rivers, Wis.
C. O. Ferguson, Veneers, Indianapolis, Ind.
George R. Ford, The Barrel and Box, Chicago.
A. E. Gorham, The Gorham Brothers Company, Mt. Pleasant, Mich.
L. P. Groffman, St. Louis Basket & Box Co., St. Louis, Mo.
W. W. Hanchet, C. L. King & Co., Holland, Mich.
H. E. Heimberger, Heimberger & Drinkard Veneer Mills, New Albany, Ind.
C. T. Jarrell, B. C. Jarrell & Co., Humboldt, Tenn.
R. L. Jurden, Penrod Walnut & Veneer Co., Kansas City, Mo.
D. E. Kline, Louisville Veneer Mills, Louisville, Ky.
E. V. Knight, New Albany Veneering Co., New Albany, Ind.
O. C. Lempke, Underwood Veneer Co., Wausau, Wis.
B. W. Lord, Chicago Veneer Co., Burnside, Ky.
J. D. Maris, Indianapolis, Ind.
J. H. Mather, L. & I. J. White Co., Buffalo, N. Y.
Thomas McCulloch, National Association of Box Manufacturers, Chicago, Ill.
E. N. Meeker, HARDWOOD RECORD, Chicago.
E. V. O'Daniel, The Parma Manufacturing Co., Parma, Mo.
J. N. Penrod, Penrod Walnut & Veneer Co., Kansas City, Mo.
M. W. Perry, Ahnapee Veneer & Seating Co., Algoma, Wis.
A. B. Ransom, John B. Ransom & Co., Nashville, Tenn.
P. B. Raymond, Adams & Raymond Veneer Co., Indianapolis, Ind.
F. C. Rice, Gerry Veneer & Lumber Co., Sinclairville, N. Y.
F. A. Richardson, Michigan Veneer Co., Alpena, Mich.
H. Romunder, Buena Vista Veneer Co., Des Arc, Ark.
James A. Setter, Setter Brothers Co., Cattaraugus, N. Y.
W. V. Shepardson, Anderson Veneer & Saw Mills, Louisville, Ky.
Otto G. Steiner, Schoenlau-Steiner Trunk Top & Veneer Co., St. Louis, Mo.
C. W. Talge, Evansville Veneer Co., Evansville, Ind.
T. H. Thompson, T. H. Thompson & Co., Milan, Ind.
William Thompson, Diamond Veneer Co., Edinburg, Ind.
W. J. Tillman, Tillman Shannon Veneer Co., Trimble, Tenn.
H. S. Wells, Paducah Box & Basket Co., Paducah, Ky.
N. M. Willson, Pearl City Veneer Co., Jamestown, N. Y.
F. L. Zang, Wisconsin Lumber & Veneer Co., Port Washington, Wis.
A. F. Zimmerman, Kiel Woodenware Co., Kiel, Wis.

The Gibson Tally Book

The Gibson tally book for the accurate tallying of lumber, put out by the HARDWOOD RECORD about ten months ago, seems to be filling a long-felt want. This tally book comprises an aluminum three-leaf cover, on the face of the leaves of which are attached, by rubber bands, various forms of tallies to suit every taste. These tickets are made either in single sheet form, duplicates or triplicates, and enable sellers to supply their customers with original tallies, showing the number of pieces of each dimension furnished in the car, or a piece tally showing the lengths and widths.

Appended to this article is a partial list of the buyers and users of the Gibson tally book. Incidentally it may be noted that it has been officially adopted and is being used by the inspectors of the Hardwood Manufacturers' Association of the United States, as well as by a large number of the leading manufacturers and jobbers throughout the country and a goodly number of remanufacturers of hardwoods.

These covers are sold on approval to responsible parties and tickets of any desired form are made to order. Illustrated circulars are sent on application.

It may be noted that there are no loose carbons involved in the making of duplicate or triplicate tickets by this system, as the back of the tallies are carboned.

Alabama

Huntsville Lbr. Co., Decatur.
Richardson Lbr. Co., Florence.
J. F. Mitchell, Stevenson.
Acme Lbr. & Mfg. Co., Florence.

Arkansas

Fee-Crayton Hardwood Lbr. Co., Little Rock.
Chicago Mill & Lbr. Co., Blytheville.
Helena Lbr. & Box Co., Helena.
J. W. Wheeler & Co., Madison.
Joe McCracken & Son, Success.
Ward Furniture Mfg. Co., Ft. Smith.
Kimball-Lacy Lbr. Co., Arkansas City.
The Desha Lbr. Co., Arkansas City.
Leavitt Land & Lbr. Co., Dermott.
Miller Lbr. Co., Marianna.
Garetson-Greason Lbr. Co., Crossett.
Edwards-Fair Lbr. Co., Lansing.
J. F. McIntyre & Sons, Inc., Pine Bluff.

California

The California Door Co., Oakland.

Canada

National Casket Co., Toronto, Ont.
W. H. Clark & Co., Edmonton, Alta.
Petrolia Wagon Co., Ltd., Petrolia, Ont.

Florida

Cypress Lbr. Co., Apalachicola.

Georgia

J. E. Cooper, Crandall.
Southern Pine Co. of Ga., Atlanta.
Shippen Bros. Hardwood Lbr. Co., Ellijay.
Savannah Valley Lbr. Co., Augusta

Illinois

North Branch Flooring Co., Chicago.
Paepcke-Leicht Lbr. Co., Chicago.
Chicago Mill & Lbr. Co., Cairo.
Hynes & Kimbro, Anna.
Schiller Piano Co., Oregon.
S. Karten & Bros., Chicago.
Price & Teeple Piano Co., Chicago.
C. L. Willey, Chicago.
Wahlfield Mfg. Co., Peoria.
American Seating Co., Chicago.
Pullman Couch Co., Chicago.

Indiana

Fullerton-Powell Hdwd. Lbr. Co., South Bend.
Eaglesfield & Shepard, Indianapolis.
Stephenson Mfg. Co., South Bend.

Jasper Furniture Co., Jasper.
Royer Wheel Co., Aurora
Thompson, Thayer & McCowen, Evansville.
C. J. Frank, Logansport.
S. F. Bowser & Co., Ft. Wayne.
Spencer Table Co., Marion.
Young & Cutsinger, Evansville.
Albert Starbuck, Petersburg.
S. P. Coppock & Sons Lbr. Co., Ft. Wayne.
Coppes, Zook & Mutschler Co., Nappanee.
Western Furn. Co., Indianapolis.
Laporte Carriage Co., Laporte.
Hillenbrand Co., Batesville.
Perrine-Armstrong Co., Ft. Wayne.
Wood-Mosaic Co., New Albany.

Kentucky

J. E. Gowdy, Campbellsville.
E. B. Norman & Co., Louisville.
J. C. Harris, High Bridge.
J. T. Morgan & Co., Louisville.
W. R. Vansant, Rush.
D. C. Stimson, Owensboro.
S. M. Bradley, Morehead.
Licking River Lbr. Co., Farmers.
Ford Lbr. & Mfg. Co., Ford.
W. P. Brown & Sons Lbr. Co., Louisville.
Kentucky Lbr. Co., Williamsburg.
John C. Paton, Panola.
Bell-Coggeshall Box Co., Louisville.

Louisiana

Climax Box Co., St. Landry.
F. M. Woody, Hoshall & McDonald Bros., Eola.
Gudenrath Lbr. Co., Ltd., Meade, Rapides Parish.
Mansfield Hdwd. Lbr. Co., Mansfield.
Otis Mfg. Co., New Orleans.
Ferd. Brenner Lbr. Co., Alexandria.
Allen-Kernes Lbr. Co., Bonita.
Southwestern Lbr. & Box Co., Kenner.
Wm. Drews, Jr., Walker P. O.

Maryland

R. E. Wood Lbr. Co., Baltimore.
E. S. Adkins & Co., Salisbury.
Billmeyer Lbr. Co., Cumberland.

Massachusetts

Weber Piano Co., Worcester.
Geo. G. Page Box Co., Cambridge.
Montague Machine Co., Turners Falls.
Fore River Shipbuilding Co., Quincy.

Michigan

E. W. Leech, Detroit.
St. James Cedar Co., Detroit.
Harbor Springs Lbr. Co., Harbor Springs.
Salling-Hanson Co., Grayling.
Moon Desk Co., Muskegon.
Van Keulen & Wilkinson Lbr. Co., Grand Rapids.
Racine Boat Mfg. Co., Muskegon.
Lowrie & Robinson, Detroit.
Thos. Forman Co., Detroit.
Martin Deignau, Iron River.
A. Backus, Jr., & Sons, Detroit.
Bay de Noquet Co., Nahma.
R. Hanson & Sons, Grayling.
Trout Creek Mfg. Co., Trout Creek.
W. D. Young & Co., Bay City.
J. P. Scranton, Detroit.
Stearns Salt & Lbr. Co., Ludington.
W. H. White Co., Boyne City.

Minnesota

Anderson & Co., St. Paul.

Mississippi

Carrier Lbr. & Mfg. Co., Sardis.
Paepcke-Leicht Lbr. Co., Greenville.
Hoopes Bros. & Darlington, Inc., Jackson.
Tallahatchie Lbr. Co., Philipp.
Barr-Holaday Lbr. Co., Isola.
W. J. Vansant Lbr. Co., McComb.
H. H. Alexander, Belzoni.
Anderson-Tully Co., Vicksburg.
Lamb-Fish Lbr. Co., Charleston.
The Hiawanee Lbr. Co., Shubuta.

Missouri

Aude Furniture Co., St. Louis.
Gideon, Anderson Lbr. & Merc. Co., Gideon.
Garetson-Greason Lbr. Co., St. Louis.
Leroi Furniture Co., St. Louis.
Thomas & Proetz Lbr. Co., St. Louis.
C. H. L. Beckers, St. Louis.
Cardwell Mill & Lbr. Co., Cardwell.
Hafner Mfg. Co., St. Louis.
Berthold & Jennings Lbr. Co., St. Louis.

New Jersey

Somers Lbr. Co., Atlantic City.

New York

W. B. Morse Lbr. Co., Rochester.
American Forest Co., Buffalo.
Standard Hardwood Lbr. Co., Buffalo.
W. L. Scott Lbr. Co., Norwich.
E. Bailey & Sons, Patchogue.
J. & J. W. Stolts, New York.
J. H. Rushton, Inc., Canton.
Chamberlin Mfg. Co., Olean.
J. W. VanCott & Sons, Unadilla.
E. L. Caflisch, Jaquins.
The O'Dell & Eddy Co., Chaffee.
Kertscher & Co., Elmira.
G. Myron Allen, Middle Granville.
Albert Sergel, Protection.
Emory Winch, Protection.
George J. Michelson Furniture Co., Rochester.
Wood-Mosaic Co., Rochester.
Malone Lbr. Co., Malone.
Walker Bin Co., Penn Yan.

North Carolina

Asheville Lbr. Co., Asheville.
Mt. Airy Furniture Co., Mt. Airy.
J. W. Rutherford, Candler.
E. F. Stafford, No. Wilkesboro.
Mt. Mitchell Lbr. Co., Swannanoa.
W. T. Mason Lbr. Co., Bryson City.
Whiting Mfg. Co., Asheville.
Wiley-Harker Lbr. Co., Wilmington.
Forsyth Mfg. Co., Winston-Salem.

Ohio

William T. Hubbard, Toledo.
Cal Balmer, Bluffton Hdwd. Lbr. Co., Bluffton.
Wiborg & Hanna Co., Cincinnati.
New River Lbr. Co., Cincinnati.
C. C. Boyd & Co., Cincinnati.
Domestic Lbr. Co., Columbus.
Hdwd. Mfrs. Assn. of the U. S., Cincinnati.
The Mutual Mfg. Co., Dayton.
The Berger Mfg. Co., Canton.
Frantz Body Mfg. Co., Akron.
Yellow Poplar Lbr. Co., Coal Grove.
Russell & Co., Massillon.
A. I. Root Co., Medina.
C. F. Thauwald & Co., Cincinnati.
The Pfau Mfg. Co., Cincinnati.
The Buckeye Churn Co., Sidney.
J. C. Yeend, Ravenna.
Geo. H. Drake & Bro., Yellow Springs.
The Imperial Lbr. Co., Columbus.
Cincinnati Butchers Sup. Co., Cincinnati.
W. A. Post, Sandusky.
Gotshall-Goodyear Co., Toledo.
The Mutual Mfg. Co., Dayton.
C. F. Whisler, Hillsboro.
W. G. Ward Lbr. Co., Ironton.
Advance Lbr. Co., Cleveland.
Henry Holtzman & Sons Co., Columbus.
E. M. Hulse Co., Columbus.
O. Armleder Co., Cincinnati.
E. E. Hooker, Bellefontaine.

Pennsylvania

Phenix Furniture Co., Warren.
A. J. Bond, Bradford.
E. F. Henson & Co., Philadelphia.
Wistar, Underhill & Co., Philadelphia.
Sunbury Table Works, Sunbury.
J. K. Rishel Furniture Co., Williamsport.
D. C. Abercrombie & Co., Claysville.
Forest Furniture Mfg. Co., Youngsville.
Keppel & Co., Chester.
Central Pa. Lbr. Co., Williamsport.
Williamsport Planing Mill Co., Williamsport.
Lewis Thompson & Co., Inc., Philadelphia.
Warren Table Works, Warren.
D. C. Abercrombie & Co., Claysville.
Haddock-France Lbr. Co., Philadelphia.
Thos. B. Hammer, Philadelphia.
F. R. Johnson, New Bethlehem.
Geo. M. Spiegle & Co., Philadelphia.
P. B. Gross, Hawley.
Keystone Vehicle Co., Reading.
West Branch Novelty Co., Milton.
Goodwin Lbr. Co., Pittsburg.
Montgomery Sash & Door Co., Montgomery.

South Carolina

Thomas Lbr. Co., Sumter.

Tennessee

Paepcke-Leicht Lbr. Co., Memphis.
Memphis Saw Mill Co., Memphis.
O. E. Collins, Chattanooga.
Dooley-Stern Lbr. Co., Memphis.
Gaut-Ogden Co., Knoxville.
May Bros., Memphis.
John B. Ransom & Co., Nashville.
O. L. Faust Hardware.
Anderson-Tully Co., Memphis.
McLean Hardwood Lbr. Co., Memphis.
American Lbr. Co., Dickson.
McLean Lbr. Co., Chattanooga.

Texas

DeKalb Tie & Lbr. Co., DeKalb.

Vermont

Webster Lbr. Co., Swanton.
Salisbury Bros. Furniture Co., Randolph.
Baldwin Refrigerator Co., Burlington.

Virginia

C. M. Freeman, Pleasant View.
J. Dow DeWitt, Tunkhannock.

Washington

Mentz Bros. Lbr. Co., Tenino.
Siler Mill Co., Raymond.
Preston Mill Co., Preston.

West Virginia

Licking River Lbr. Co., Huntington.
West Virginia Timber Co., Charleston.
Alton Lbr. Co., Buckhannon.
J. M. Bemis & Son, Bemis.
J. J. Morton & Co., Lizemore.
American Column & Lbr. Co., St. Albans.
Three States Mfg. Co., Kenova.
Elkhurst Lumber Co., Elkhurst.
Gilfillan, Neil & Co., May.
Campbell Lbr. Co., Marlinton.
Cherry River Boom & Lbr. Co., Richwood.
Wilson Lbr. Co., Elkins.
Elkhurst Lbr. Co., Elkhurst.
Parsons Pulp & Lbr. Co., Laneville.
Central Lbr. Co., Burneville.
Gilfallan, Scott & Co., Marlinton.

Wisconsin

W. E. Cooper, Milwaukee.
Maxson Lbr. Co., Milwaukee.
The Van Brunt Mfg. Co., Horicon.
John Schroeder Lbr. Co., Milwaukee.
The Falls Mfg. Co., Oconto Falls.
John Holberg, Eau Claire.
G. B. Lewis Co., Watertown.
A. H. Krouskop, Richland Center.

Hardwood Timber Estimating

Timber estimating primarily is ascertaining the quality, quantity and varieties of timber on a tract of land, but in its full sense and in practice it includes a study of conditions, such as the possibility or frequency and time of overflow, the nature of the soil, location of waterways and all other conditions that affect the value of the property and the cost of moving and manufacturing the timber into lumber.

Varieties: The families are usually known by the holders of timber, but they ofttimes do not know the varieties or species, and this is of much importance in valuing timber. Take, for instance, the family of oaks—there are perhaps fifty species known to botanists, and of these there are ten or fifteen growing in one locality of this country and known and recognized as distinct on account of characteristics that appear in the manufactured lumber.

Quality: The quality of timber is affected largely by local conditions, such as the thickness of stands, the quality of soil, undergrowth, etc. It is of [illegible] to know the approximate age of the timber, to know the damage from bugs and worms occasioned by fires, to know the effect of water standing on the ground to any great depth and for several months in the year. Timber on the mountains is tougher and has thinner sap than timber growing on the flat land, on account of the greater effect of the sun's rays, and the lack of moisture; the same causes keep the hill timber from making its maximum growth and also makes conditions favorable for fires.

Quantity: There are several methods used in ascertaining the quantity of timber on a tract, which amount (for milling purposes) is expressed in thousands of feet, board measure. The diameter (at a certain distance above the ground) of the smallest tree considered should be given in the estimate, as, for instance, all merchantable timber 16" and up breast high.

Estimating by comparison was, until recently, the only method used in this country. The estimator or cruiser rode through the timber until he had seen it to his satisfaction, and, having seen other timber cut out, drew his conclusions by comparing the known tracts with the one being looked. This method gave the quantity near enough to satisfy when

timber was very cheap, but the increased price of stumpage has been the cause of more accurate and painstaking methods.

The "strip estimate" is one much used at this time and gives satisfactory results. I will describe it briefly.

The estimator and one (or two) assistants subdivide the tract into 4-acre blocks, then a lineman is started on one of the lines previously run, and the estimator takes a position fifty-five yards inside the strip to be counted, then both go forward, the estimator counting the trees and calling them to the lineman, who tallies them, each variety being kept to itself. When you have gone forward one-quarter mile you will have listed all the timber on five acres, or if two linemen are used, the second man keeping himself on a straight line, as the estimator does, by means of a hand compass, twice the amount can be counted in the same length strip. Now the estimator by observation and actual measurements can decide on the number of board feet the average tree of each class contains, and by multiplying these average tree amounts by the number of trees of each kind counted, you have obtained as nearly as possible, without actual measurement, the amount of timber on the strip counted. These counted strips are then used as a basis for estimating the balance of the timber, the frequency of the counts being governed by the regularity of the growth.

Another method, and a more accurate one, is the "tree to tree" method, in which the estimator and one assistant go to each merchantable tree, estimate and record the amount it will cut in board feet, and mark the tree so that it will not be taken into consideration again.

Calipering gives good results where the woods are open, but in brushy or cane woods the method is too costly.

H. M. SPAIN.

A Trip to Panama

BY J. GIBSON MCILVAIN, JR.

On Friday, October 21, my father, J. Gibson McIlvain, Frank P. Miller of the Frank P. Miller Paper Company of East Downington, Pa.; Frederick R. Sayen of the Mercer Rubber Company, Hamilton Square, N. J., and I sailed from New York on the steamship Prince August Wilhelm, with a party of mining engineers and their friends, on a trip to Panama and the Canal zone, under the auspices of the American Institute of Mining Engineers.

We spent October 25 and 26 in Havana. I had visited this place before and was very much pleased to find conditions in this city considerably improved and more prosperous than on my previous trips. On October 29 we arrived at Kingston, Jamaica, from where we went to Constant Spring. We visited the Castleton Gardens, fourteen miles distant. These beautiful botanical gardens contain not only fine specimens of trees that grow in Jamaica, but many from foreign countries.

On Tuesday, November 1, we sailed into Colon harbor, and as soon as our baggage was transferred to a special train we were taken across the isthmus to Ancon. After spending the afternoon about the city of Panama we were ready for a week's work going over the canal.

Early next morning we started through the Culebra cut by special train, stopping here and there as we wished, in order that we might see the work and try to grasp its magnitude, and to watch the different kinds of machinery at work on this great undertaking. The Culebra cut was started by the French, and a considerable amount of dirt was removed by them. The deepest cut at Gold hill is 534 feet, at Contractor's hill 410 feet. The highest point on the center line is 312 feet, and then it tapers off on both sides to the Pedro Miguel lock on the Pacific and the Gatun lake on the Atlantic side. It is about eight miles long, 300 feet wide on the bottom, with a 45-foot channel.

We next visited the Pedro Miguel lock and the Milaflores locks and dam, the power houses and pumping stations, where this work is being carried on, and went to Balboa, where we took tugboats up to the canal, almost to the Milaflores locks, and saw the dredges, rock crushers and drills at work on this part of the canal.

The locks are built in pairs, so that they can be operated as we do a double track railway. They have a usable width of 110 feet and length of 1,000 feet. The gates will be operated by electricity. There will be 12 locks in all, 6 on each side, requiring 46 gates, with 92 leaves, which will be steel structures, 7 feet thick and 65 feet long, and from 47 to 82 feet high, weighing 400 to 750 tons each, a total of about 57,000 tons of steel, the contract for which has already been let.

The Chagres river, with headwaters in the mountains, through which the Culebra cut is made, flows into the Atlantic ocean at Fort Lorenzo, and the Gatun dam is put across this river at Gatun. It is 9,040 feet long, about one-third of a mile thick at the base, 300 feet at the top, and 115 feet above the sea, and raises the water in the river to a level 85 feet above the sea. This spreads the water of the Chagres river over a big territory, forming the Gatun lake, with an area of 164 square miles. By damming up the Chagres river, which has been known to raise 50 feet in a day when there is a freshet, this river is practically turned into a lake, and consequently the silt which comes down the river at the present time will be deposited in the lake before it ever reaches the canal, and, having such a tremendous area to spread over, the raise in time of freshet will not be very great.

To a person not familiar with the building of dams, it would seem like a risky proposition to put up a dam which would impound such a lake as the one described, but the immense proportions of this dam and its construction are such that there is no fear whatever that it will give any trouble. It is simply an immense pile of rock on each side with dirt dredged into the center, and when it is finished and covered with a tropical growth it will look like a great big hill.

The canal through this lake and the Culebra cut varies from 300 feet to 1,000 feet on the bottom, the most of it being from 700 feet to 1,000 feet wide. The distance from deepwater to deepwater is 50½ miles; from shore to shore 40½ miles. By putting in the Gatun dam, which forms the Gatun lake and raises the water to a heighth of 85 feet, about two miles of the canal is constructed with practically no digging. The dirt from the Culebra cut is being used in the breakwater in the Pacific ocean, which is built from near Balboa to the Island of Naosi, about three miles, and in the Gatun dam.

The health conditions in the Canal zone are admirable. The swamps are well drained and the streets in Panama and Colon are well paved and generally in good order. The houses and camps for the workmen, which are supplied by the government, are well constructed, open and airy, with wire screens all around. The commissaries are run by the government, without profit. The supplies are good and moderately priced.

About 5,000 white people, mostly Americans, working on the canal, are paid on a gold basis. Excluding these, the labor is mostly Spanish and Jamaica negroes. They are paid on a silver basis, or with money the value of which is about half that of gold.

Too much cannot be said in favor of the organization of the work, for which Colonel Goethals and his fellow commissioners are responsible. Every gang of laborers has a good man in charge, who knows what is to be done and how to do it. A spirit of loyalty prevails throughout and the men labor to see the work finished, not merely to draw their pay.

The work, according to the revised estimate of 1908, will cost in round numbers as follows:

Engineering and construction		$297,766,000
Sanitation	$20,053,000	
Administration	7,382,000	
		27,435,000
French Canal Company		40,000,000
Republic of Panama		10,000,000
Total estimated cost of the canal		$375,201,000

In addition to this $3,300,000 has been spent in the cities of Panama and Colon for paving, water works, sewers, sanitation, etc. This sum will be returned to the United States treasury by water rents during the next fifty years.

The commission expects to have the canal ready to be formally opened to all commerce on January 1, 1915, but vessels will undoubtedly be put through the canal during the early part of 1913.

A visit to the Panama Canal, seeing the

locomotives, cars, diggers, dredges and all the equipment marked "U. S.," where the commissaries and camps are run by the government, and the railroad operated by the government, and where the sanitary conditions could not be better, makes a man proud of his country. The work is so big and so well conducted that when it is finished, if not already, we will appreciate it and associate the names of those in charge with the greatest successfully completed task of our generation.

The effect of the opening of this great avenue of commerce upon the shipping of the world is a subject too great for me to undertake to talk about, but Congress should, in my opinion, decide at an early date what the tolls shall be. If individuals were building a great railroad they would advertise for trade long before its completion; they would establish their rates, so that industries could safely build on their line of road, and the rates should be established for the canal, in order that commerce may have an opportunity to adjust itself to its new conditions.

Phases of Handle Manufacture

BY H. B. ALEXANDER

SANITARY CONDITIONS OF HANDLE PLANTS

If ever you have the opportunity to go through any of the first-class factories of the metal industries, it will profit you to take particular note of the sanitary equipment and conveniences for employes. On the other hand, did you ever see anything of this kind connected with a handle factory? That has never been the writer's privilege, and he has visited and heard descriptions of a great many. Is there any reason why our employes do not deserve as many comforts as workers in other lines? It seems to the writer that in the end attention of this sort would help pay a dividend on investments.

There are several things which have appeared to the writer to be of particular importance, not only as pertaining to the comfort of the workers themselves, but as far as actual efficiency of effort and high-class production are concerned. For instance, when a man who has been working around greasy machinery gets his hands covered with grease, which he is given no opportunity to remove, he will soon smear up a good many handles in a way which will prohibit their being cleaned. This is a direct loss to the business.

Of still further importance is the matter of heating and ventilation. Where a man has to start work in the morning in a half-frozen condition and must then spend the greater part of the time in thawing himself out, not to mention keeping oil and other stuff in a useable condition, it certainly seems that the company is losing through actual loss of efficiency of that man a considerable item in dollars and cents. On the other hand, when a man comes to work to a warm, well ventilated and pleasant shop he not only starts out in a physically contented condition, but he is also conscious of a sense of gratitude to his employers and is more than willing to give them the very best that is in him.

While this spirit of co-operation with employes for mutual benefit is evident in most industries of importance, the handle manufacturing plants seem sadly lacking in any indication of such an idea. Most of them are as open as it is possible to make them, and stoves are tabooed as being dangerous. The owners sit contentedly in their offices, easing their consciences by assuring themselves that if the men work fast enough they will be able to keep warm. The fact is that a man who is tending to business can't keep moving around all the time to prevent himself from freezing. If he works at a saw, lathe sander or inspecting he has to stay in one place much of the time in order to get anything done, and it is against human nature to allow himself to become excessively uncomfortable for the sake of the paltry sum which he receives as his week's remittance.

Just try making your shop as tight as possible; give plenty of light from clean windows, put in steam heat if you can and if not stoves on a brick or cement bed arranged every ten feet or so, with a boy to keep them going, will work wonders with your men. Get heat of some kind and plenty of it. Don't compel your men to try to work in overcoats and gloves. You will be the gainer in the long run and it won't be very long before you will see satisfactory returns on your investment.

Broom handle manufacturers have advanced the price of all grades and styles of handles from one to two dollars, and the outlook is for still further increases. The broom men are expecting it and it is a notable fact that many who usually confine their purchases to small lots are now taking carloads and are seeking to contract as far ahead as possible. The writer has in mind one firm which has contracted for 1,000,000 handles to be delivered as needed. It is my personal opinion that the handle manufacturer made a sad mistake in this case, as he undoubtedly had to accept the price lower than the prevailing one and has shut himself off from the enjoyment of prospective advances. Contracts of this kind are decidedly in favor of the broom manufacturer as against the handle man. Everybody connected with the handle business knows that there will not be a decrease in handle prices and, judging from present knowledge of the last crop of broom corn, there will be no trouble like last year—namely, not enough corn, or two high a price. Due to last year's shortage, there was a scarcity of brooms in the country, which it will take a few years to overcome. Although there are a great many new handle factories starting up with the intention of sharing the manufacturers' profit, still the experienced handle man ought to reap a good harvest before the market is again in a uniform condition. In the majority of cases broom manufacturers do not experiment with the credit and character of new handle concerns, but confine their purchases to their old friends in the trade. They know just what firms turn out the kind of handles that they want and are buying there, paying the price willingly. The firm which the writer is connected with is now accepting orders only for delayed shipment, as it finds it impossible to keep pace with its trade. Most of this trade is from firms that have been using its handles for several years, but a good bit of new business has also been received. While this rush of orders is not expected to continue for any great length of time, still it ought to hold up to the next harvest.

Factory trucks are almost as necessary in a handle plant as the rip-saw, and the manufacturer who is trying to get along without them is standing in the way of his own progress, as is he who is trying to get along with too few. While it is impossible to give any hard and fast rule as to the number of trucks required for certain size shops, it is the policy of the writer to purchase as many new trucks as he feels that he can afford. Our firm purchases at least one truck every week, and while some of our friends have said sarcastically that we would soon have to build a store house to keep them in, still we find that there are seldom any trucks not in use. There is always something in the line of material which has to be piled somewhere, and it is much cheaper and more satisfactory to have it stored on trucks, immediately available, occupying just a little floor space and being just as much out of the way as if it were piled on the floor. Then, too, it keeps in a better condition, as it is removed from the possibility of being walked over and of accumulating dirt and dust from the floor.

Company Buys Yard

[illegible] of the late George Banks since the latter's death, [illegible] time to devote to their plantation interests in [illegible].

The newly acquired yard of the C. D. Hen[illegible] drickson company, who will carry a complete stock of oak, ash, poplar, gum and cottonwood lumber.

The C. D. Hendrickson Lumber Company is one of the most favorably known lumber con[illegible]

Annual Memphis Lumbermen's Club

James E. Stark of James E. Stark & Co., will serve as president of the Lumbermen's Club of Memphis during 1911, having defeated John M. Pritchard, opposing candidate for that honor, in the annual election held Saturday evening, Dec. 17, at the Business Men's Club. The other officers and directors elected at the same time were: F. T. Dooley of the Dooley-Stern Lumber Company, first vice president; W. B. Morgan, secretary-treasurer of the Anderson-Tully Company, second vice-president; James R. Blair of the L. H. Gage Lumber Company and Crittenden Lumber Company, secretary and treasurer; E. E. Taenzer of the Darnell-Taenzer Lumber Company, A. N. Thompson of A. N. Thompson & Co., and R. J. Wiggs of R. J. Darnell, Inc., two-year directors.

The campaign was brief, but a most spirited one, the campaign managers and their friends, as well as the candidates on both tickets, putting in a strenuous time between Dec. 3, the date of the announcements, and Dec. 17, the date of the election itself. The Blues assured the Reds that it would be unnecessary for them to put forth any efforts to capture votes and they came very near being right in this forecast, as the Blues secured everything in sight with the exception of the presidency and one of the directorships. However, the Reds are very well satisfied and are much elated over their success in capturing the highest office in the gift of the club for their candidate, James E. Stark. E. E. Taenzer was the other Red man elected and it is intimated in some quarters that the success of this gentleman lay not only in his known popularity but also in the fact that his hirsute adornment is of the proper color to make him a most acceptable candidate under the choice of emblems made by the gentlemen on the two tickets.

The election passed off very smoothly and very pleasantly and, if there was any bad taste left in anybody's mouth or any ill feeling over the result, it certainly was not apparent either in the appearance of the defeated candidates or in the remarks made by these gentlemen when they were called upon for brief explanations of how it all happened. The polls opened promptly at 7 and closed at 10 o'clock. It took about an hour for the vote to be canvassed and when the results were announced there were loud bursts of applause.

This over, James E. Stark was called to the front and warmly thanked the members of the club who had elected him. He also thanked the nominating committee which selected him to head the Red ticket. He said that this was not the first time he had run for the presidency and that he had prepared two years ago a lengthy speech of acceptance which he had never had an opportunity to deliver. He further stated that he had added materially to this on the present occasion and that it would take him more than an hour to get it out of his system; but, to the delight of all, contented himself with but a few brief remarks. He asked all of the members to support him and promised that, with their aid, he would put forth every endeavor to promote the welfare of the club in every possible way. His only expression of regret was that he had, through the securing of this honor, to defeat such a splendid gentleman and such an able worker in the interest of the club as John M. Pritchard.

Mr. Pritchard took his defeat as only a loyal member of the club could. He declared that, while the honor would have been highly acceptable to him, he thought the members had done exactly right in electing Mr. Stark, than whom there was not a more earnest worker in the entire organization. He said that his defeat was not altogether unexpected, despite the fact that his campaign managers and his friends had worked so valiantly for him. He intimated that this might not be his last appearance before the members of the



JAMES E. STARK, MEMPHIS, NEW PRESIDENT LUMBERMEN'S CLUB.

club, stating that the results might be different the next time. He pledged his earnest support to the new administration and made it quite clear that he stood ready to do whatever was asked of him during the coming year, thus proving that his defeat had been accepted in the proper spirit.

The various other successful as well as unsuccessful candidates were called upon and all of these responded in happy vein.

Refreshments were served during the evening, which were heartily enjoyed by all. The members mingled in pleasant social intercourse during the voting and the only business attended to, aside from the election, was the appointment by the president of a committee of five to arrange for the entertainment of the National Lumber Exporters' Association which will be held here beginning Jan. 18. This committee is composed of the following gentlemen: W. R. Barksdale, chairman; F. E. Stonebraker, S. B. Anderson, George C. Ehemann and C. W. Holmes. This is the first time in a number of years the National Lumber Exporters' Association has held its annual meeting here and the club is anxious to show its members special attention.

At the next regular meeting the installation of the newly elected officers and directors will take place. All standing committees will then be named and the organization for the new year completed.

Among the prominent visitors present were: W. A. Ransom of Nashville, Tenn., and E. D. Walker of John M. Woods & Co., Boston, Mass.

Poles Purchased in 1909

The total number of poles reported to the Bureau of the Census at Washington, D. C., as purchased during the calendar year 1909 by the telegraph and telephone companies, steam and electric railroads, and electric light and power companies of the United States was 3,739,000, as against 3,249,000 in 1908 and 3,283,000 in 1907. There were purchased in 1909 by the same class of users 3,509,000 crossarms, 6,168,000 brackets, and 18,463,000 insulator pins. Cross-arms, brackets, and insulator pins were not included in the annual census of lumber and timber products prior to 1909.

Telephone and telegraph companies reported purchases during 1909 of 2,916,000 poles, or 78 per cent of the total. This was an increase over 1908 in the number reported as bought by this class of users of 354,000 poles, or 14 per cent, and over 1907 of 604,000 poles, or 26 per cent. Steam railroads reported the purchase of 26 per cent more poles in 1909 than in 1908, though 34 per cent less than in 1907, while the reported purchases by electric railroads and electric light and power companies were 18 per cent greater than in 1908 and 7 per cent less than in 1907.

There was little change in the average cost per pole of all lengths and from all species of wood in 1909, as compared with 1908, it being $1.89 in the later and $1.82 in the earlier year. The average cost per pole, $2.46, in 1907, was substantially larger than in either of the later years, mainly for the reason that a class of pole consumers in the United States which uses chiefly short poles was not included in the census for 1907.

Cedar continues to be the principal pole timber, contributing 65 per cent of the total purchases in 1909, 68 per cent in 1908, and 64 per cent in 1907. Chestnut, after cedar, was used in greatest quantity in all three years, forming 16 per cent of the total in 1909, 16 per cent in 1908, and 19 per cent in 1907. Among the remaining species, the increase in the number of oak poles reported as purchased during the last three years is noteworthy; more than three times as many poles from this species having been reported as purchased during 1909 as was the case in 1907.

Substantial progress in the practice of treating poles with chemicals to preserve them from decay is disclosed by the returns for 1909, nearly one-sixth of the total purchases during that year having been given some preservative treatment, as against about one-tenth in 1908 and one-eighth in 1907.

Of the total outlay during 1909, $1,621,000, for cross-arms, brackets, and insulator pins, the telegraph and telephone companies contributed 63 per cent, electric railroads and electric light and power companies 32 per cent, and steam railroads 4 per cent.

Hardwood Record Mail Bag

Seeks Three-Inch Log-Run White Ash

NEW HAVEN, CONN., Dec. 9.—Editor HARDWOOD RECORD: We are in the market for three-inch log run white ash, tough stock, for use in carriage manufacture. We can use this stock either square or waney edged.

The above inquiry is from a leading eastern wholesale house, and the writer has been supplied with a list of sundry producers of white ash. Any others interested in the prospective customer can have the address on application. —Editor.

Criticises Methods of Manufacturing

COLUMBUS, OHIO, Dec. 15.—Editor HARDWOOD RECORD: Please advise through your "trouble" column as to the following. First: Is it a disease or a design to lose money on the part of the mill proprietors, to allow the cutting of No. 3 white oak logs and the heart center portion of No. 1 and No. 2 plain saw logs into 4/4 mill cull, instead of structural oak material that can be shipped green and sold readily, saving saw kerf, shrinkage and steam feed and increasing the value about 300 per cent over 4/4 mill cull prices?

Second—Has there been any cure discovered for above ailment?

The criticism of the writer of the above letter is well-founded if it would apply generally. However, the average producer of white oak lumber and timber in only rare instances cuts his hearts into mill culls. Most of them are wise enough to box their reasonably sound heart logs and work the timber off for car or other structural material.—Editor.

Seeks White Holly, Pepperage and Tupelo

KINGSTON, N. Y., Dec. 17. Editor HARDWOOD RECORD: We would thank you very much if you would give us the names of firms from whom we can obtain white holly, pepperage and tupelo gum.

This letter is from a leading brush manufacturer who has been supplied with the RECORD's list of producers of these various woods. Any others who would be interested in the prospective customer can have the address on application.—Editor.

Report of National Hardwood Lumber Association

The RECORD is in receipt of the following letter from the National Hardwood Lumber Association:

CHICAGO, ILL., Dec. 15, 1910.

We are enclosing herewith our monthly inspection statement, which shows that our men officially inspected 10,509,981 feet during the month of November.

This is a gain over the amount in October of 362,887 feet, notwithstanding the fact that because of the partial closing of navigation on the Great Lakes, our fee inspections were less by a considerable amount.

Our records also show that November, 1910, exceed November, 1909, by about 2,800,000 feet.

We cannot expect the next four or five months' inspections to equal those of the past few months, because water shipments in the North are suspended with navigation open in the spring of 1911.

The net cost to the association for November inspection was $295.84.

The meeting of the board of managers held on December 8 was well attended. Twenty of its twenty-five members and two prominent association committeemen from outside the city were present.

Sixty-seven applications for membership were officially accepted and two were rejected by the board because the parties applying were not eligible. The secretary was also instructed to request the resignation of two members whose business methods did not receive the approval of the board.

A considerable amount of routine work was accomplished during the session and several matters of importance were discussed at length. Some of these matters will be submitted to the membership for final settlement at the next annual convention.

A special committee, consisting of E. V. Babcock, J. V. Stimson and O. E. Yeager, was appointed with instructions to prepare and submit to the next convention a code of ethics, which, if adopted, shall become an integral part of our rules and be operative whenever the rules are used.

The general operation and condition of the association, as shown by the officers' reports, were satisfactory and no criticism was offered by the members of the board.

F. A. DIGGINS, President.

F. F. FISH, Secretary.

SALARIED INSPECTORS

	Feet inspected.
Frank R. Buck, Chicago, Ill.	334,314
John J. Lorden, Chicago, Ill.	220,235
J. J. Shepard, Chicago, Ill.	295,027
F. P. Southgate, Chicago, Ill.	179,045
A. E. Metter, St. Louis, Mo.	424,401
W. E. Robinson, St. Louis, Mo.	578,168
W. T. North, Memphis, Tenn.	111,203
Geo. C. Teetes, Memphis, Tenn.	141,205
A. B. Baker, New Orleans, La.	98,736
C. E. McSmith, New Orleans, La.	125,666
J. L. Benson, Alexandria, La.	249,655
D. E. Buchanan, Cincinnati, O.	236,145
W. C. Lasswell, Cincinnati, O.	279,135
Joseph Waltman, Louisville, Ky.	102,839
Joseph Patterson, New York City	360,171
J. L. Stewart, Buffalo, N. Y.	304,925
C. C. Ferguson, Buffalo, N. Y.	316,511
H. F. Thompson, Philadelphia, Pa.	349,485
J. I. Weeks, Pittsburg, Pa.	285,621
H. W. Bowler, Boston, Mass.	311,539
A. G. Langeluttig, Baltimore, Md.	112,286
Thomas A. Hall, Detroit, Mich.	272,808
J. J. Miller, Detroit, Mich.	139,680
Ed. Borgeson, Minneapolis, Minn.	215,803
H. A. Hoover, chief inspector	90,579
Total	6,165,491

FEE INSPECTORS

R. W. Child, Mobile, Ala.	160,791
George R. Dunn, Boston, Mass.	11,567
Archibald & Hagadorn, Cheboygan, Mich.	315,000
Charles Christianson, Manistee, Mich.	1,268,776
P. Collier, Boyne City, Mich.	276,923
J. S. Coman, Muskegon, Mich.	917,400
W. M. Cleaves, Thompson, Me.	26,222
Grant Harrison, Petoskey, Mich.	309,396
Peterson & Lovell, Manistee, Mich.	548,716
Scott & Rieckhoff, Ludington, Mich.	12,579
Walter Tillitson, Grand Rapids, Mich.	541,688
F. J. Potter, Traverse City, Mich.	76,887
C. M. Sands, Chattanooga, Tenn.	49,791
Total	4,344,490
Grand total	10,509,981

The Harvest of Hickory

The office of Wood Utilization of the Forest Service, U. S. Department of Agriculture, is co-operating with the National Hickory Association in a comprehensive investigation of the country's hickory problem. The annual cut of more than 300 million feet, exclusive of fuel, is well known, but it is not so well known what becomes of it, or whether it is all put to the best uses for which it is fitted. It is well understood that the country's hickory supply is limited—it probably does not exceed 10 billion feet. This is really the world's supply, because the wood grows only in this country. Thirty-four states contribute, but two-thirds of the supply comes from half a dozen. It is one of the most important woods of this or any other country, and for a number of purposes no satisfactory substitute has been found for it. The need, therefore, of securing all possible information is apparent. It is a wood so valuable for special uses that it ought not to take the place of common lumber. While it is not believed that a very large quantity is so used, yet there are no statistics showing where all the 200 million feet cut by ordinary sawmills go. It ought to go to handle mills, carriage shops, and factories that demand it for special and exacting purposes, but it is not known that it all goes there. In fact, it is known that some—probably not much — makes cross ties, fence posts, bridge plank, and other firm timbers. Such use of this valuable wood should not be encouraged. Dozens of cheap and plentiful woods give better service in such places, and it is the worst kind of economy to let good hickory be so diverted while it is in constant demand for carriages and handles.

The investigation will look into the use of hickory as fuel. It is one of the very best woods for that, but logs fit for buggy rims, ax handles, or sucker rods should not go to the woodpile. The hickory lumberman should have first choice, and the firewood cutter ought to be satisfied with what is left. It is interesting to note that meat packers in many of the cities, and smaller towns as well, prefer hickory to all other woods for smoking meat, and large quantities are so used. This matter will be included in the investigation and the demands of packers for smokewood will be considered. Doubtless they can use rough and knotty wood as well as the fine grades, and would not insist on clear, straight grained hickory for their smokehouses, if inferior grades were available. Hickory knots ought to make as good smoke as hickory ax handle stock.

It has been asserted that the waste of hickory in the woods and at the mill is unnecessarily large, but the assertion has been strongly denied. Perhaps similar conditions do not exist in different regions. A thorough investigation of this phase of the question is under way, and it will be carried out by field work in four typical hickory states, Missouri, Mississippi, Louisiana and North Carolina, and by correspondents in twelve other states.

When all obtainable facts relating to cutting, manufacturing and marketing hickory have been collected, together with the uses to which it is put, the information will be made available to the thousands of owners, manufacturers and users of this valuable wood in all parts of the country, and it is believed that the information will assist them in turning every stick to the best possible account.

Annual St. Louis Lumbermen's Club

The annual meeting and banquet of the Lumbermen's Club of St. Louis was held on Tuesday evening, December 13, at the Planters' Hotel. The attendance was large. Not only did the members turn out in good number but many visitors of the hardwood fraternity were present, as well as several officers of the National Hardwood Lumber Association.

Just previous to the conclusion of the dinner, P. F. Cook proposed a toast "To the Memory of the Dead," which was given standing and in silence. In proposing the toast Mr. Cook paid a tribute to those who had died during the year, W. A. Bonsack, A. H. Schnelle and J. P. Richardson.

In the absence of President R. J. O'Reilly, Henry A. Boeckeler presided. He announced that F. A. Diggins, Cadillac, Mich., president, and O. O. Agler, Chicago, of the National Hardwood Lumber Association, Earl Palmer of Paducah, Ky., and Charles H. Barnaby of Greencastle, Ind., were guests of honor and speakers of the evening.

Mr. Diggins, who was the first speaker, spoke of the necessity for organization among lumbermen and the real help which has resulted to the trade from the various lumber associations. He also told of the way in which members of his association, particularly the little exchange in his home town, endeavor to promote a kindly feeling between the principals and the employes. Mr. Diggins then dwelt on the subject of conservation in manufacture and explained the process through which the material, which was formerly burned as waste, is now put when being manufactured into wood alcohol, charcoal, etc. He paid due respect to the gentlemen who are today claiming to be the fathers of conservation, but said that, with all due respect for their worth, he was of the opinion they had in Cadillac the man who was entitled to the title of the original conservationist. "This man was a native of Sweden," Mr. Diggins said, "and he used tobacco. In the first place he chewed it and when he had gotten all the good out of it that way, he laid it aside. This was allowed to dry and then was good for smoking. The ashes he used for snuff."

Earl Palmer of Paducah, Ky., and Chas. H. Barnaby of Greencastle, Ind., then made short addresses.

O. O. Agler of Chicago said he was glad to see so many old lumbermen present and especially so many members of his association. He thanked the members of the club for the kindness always shown towards him.

The last speaker of the evening was Dr. Herman von Schrenk, who spoke of his trip abroad and told of the various methods of conservation practiced in France, Germany, England, Scotland, Norway and Sweden.

The business portion of the evening was then taken up. Reports were heard from Secretary Kessler, Treasurer Robinson and R. F. Krebs, chairman of the Traffic Committee.

C. M. Jennings, Julius Seidel and R. F. Krebs were appointed a committee to protest to the Interstate Commerce Commission against the advances in yellow pine rates to St. Louis. This was followed by the election of officers for the ensuing year, which resulted as follows:

President, George R. Hogg.
First vice-president, H. A. Boeckeler.
Second vice-president, R. F. Krebs.
Treasurer, E. C. Robinson.
Secretary, J. B. Kessler.

A committee then escorted the new president, Mr. Hogg, to the chair. Upon taking his place, he made a brief address, thanking the Club for the honor conferred upon him, assuring them that he would do all in his power to make the organization a potential factor in the community, and asked for himself and his fellow officers-elect the loyal support and hearty co-operation of all the members.

Julius Seidel moved a rising vote of thanks to Messrs. Diggins, Palmer, Agler, Barnaby and von Schrenk for the addresses made, the same being given with much enthusiasm. The meeting then adjourned.

News Miscellany

Annual Convention Hardwood Manufacturers of the United States

The plans and work of Secretary Lewis Doster of the Hardwood Manufacturers Association are now actively occupied in making preparations for the convention which meets at the Seelbach Hotel, Louisville, Ky., January 11 to 14, 1911. Mr. Doster is planning to make this convention the greatest in the history of this [illegible] and to that end has been working for the success of the meeting.

It will be remembered that an innovation of the convention of 1910 was the "Lumber Call Board," which was instituted in the small assembly room on the second floor of the hotel convention hall, and which, while a novelty introduced at that time, it was only an experiment, but at the coming meeting it has been determined to enlarge upon the plan. More time will be given to the location and preparations made so as to get it thoroughly understood by the members and attendants at the convention. A card system will be employed and every member will be instructed as to the workings of the "Call" [illegible] that the result will be the [illegible] the "Call," as heretofore made by some one with large lung area, a projecting picture machine will be employed and the lumber and material offered for sale will be flashed upon a screen, so that while the members remain comfortably seated they will be able to become operators on the Board of Lumber Handling in their own [illegible] responding to the offers for whatever they put up or be able to bid on [illegible] they desire to possess. Too much can not be said upon this subject, and it will make the Board a much more interesting success and strong feature of the convention if the members will come prepared to participate.

Another feature of the convention and one which was introduced last year was the invitation extended to the consumers to attend the convention. Every effort will be made this year to secure the attendance of consumers of hardwoods, such as furniture manufacturers, carriage manufacturers, builders of interiors, and others.

Biltmore Doings for November, 1910

The winter work of the Biltmore Forest School at Darmstadt, Germany, began in good style on Tuesday, November 1. The schoolhouse, the Villa Merck, is situated in the Merck Park right at the main depots of the town, thus making it easy for the students to spin away for longer distances immediately after lectures. The mornings are occupied as usual by lectures. Dr. Schenck has interspersed in his lectures on sylviculture his course on forest surveying, taking advantage of the presence of Prof. Knapp of Duxbury, Mass., an expert in that line, whose advice to the students has been most valuable. The surveying work done in the field is mapped on Tuesdays in the mapping room of the "Polytechnicum," under the guidance of one of the German professors.

Special stress is being laid in the afternoon work on lumber inspection. Dr. Schenck believes that a thorough knowledge of the grades of lumber and of their values and uses is essential to every forester; and, in order to keep the students in touch continually with lumber inspections he has imported into Germany two cars of prime American lumber, consisting of twenty-five different species. Once a week the students meet in the storehouse (the old palm house in the Merck gardens), going over the lumber and discussing inspection rules, prices and uses of lumber. The school possesses without a doubt the finest collection of American hardwood lumber ever exhibited in Germany. Dendrology is being continually studied in the Merck Park (157 different species) and in the Botanical Garden of the "Polytechnicum," where the trees are arranged on the one hand according to their botanical system and on the other according to the countries originating them.

Nursery work was not neglected, so long as the weather would allow of it. Forester Schlag exhibited his transplanting machine and other machinery used in various nursery work.

The students made a number of excursions in November, among them being a trip to Mitteldick (Forstmeister Hillerich), where they studied the oak forests and the natural seed regeneration of the oak. The time for study is particularly opportune, there having been a mast year of the oak—a rare treat for the German forester. Here there are found oaks scaling up to 3,000 feet board measure, and running to the acre up to 12,000 feet board measure; a trip to the municipal forests of Frankfurt (Forstmeister Fleck). The town of Frankfurt is the proud owner of a large forest area, yielding per acre per annum seven dollars net. In these forests yellow pine has been planted—the primeval forests were devoid of it ever since 1430. Some splendid stands of yellow pine running 20,000 feet to the acre were met with. Most interesting, however, is the occurrence of American white pine in this range. Detailed cruises were made of a stand of white pine fifty-seven years old, averaging 19,000 feet, board measure, to the acre.

Another trip of interest was that to the Gramschatz Forest, Bavaria (Forstmeister Gleich). The Gramschatz forest exhibits some wonderful stands of white oak. A number of cruises made by the students have shown an average of 15,000 feet, board measure, to the

rate. These oaks form standards in the beech woods and excel in soundness and quality of timber. The lumber is high priced, being famous for its softness and its evenness of growth. A number of logs just cut were seen which were selling at four hundred dollars per thousand feet at the woods, to be used for veneers.

On November 14 the students were pleasantly surprised with a visit from Dr. Hermann von Schrenk, that genial and versatile expert in timber impregnation, so well known to all American lumbermen. Dr. von Schrenk favored the men with a most interesting address during his stay.

Thanksgiving night was celebrated by a Saengerfest. Twenty freshmen were initiated, receiving the "Planksgiving" in a befitting style. America, England and Germany were well represented and speeches by the representatives of the various nations were much applauded, notably those having for their topic the joint ideals of the three great nations.

Constitution and By-Laws Philadelphia Lumber Dealers' Association

The Philadelphia Wholesale Lumber Dealers' Association has just issued a little booklet containing the constitution and by-laws of that organization, a list of the officers from the inception of the association to and including the present year. It also gives a short sketch of the history of the organization, which, from the standpoint of the Philadelphia lumbermen, is quite interesting and should be, also, to other readers. A list of the present membership is carried as is also a necrology. The Philadelphia association expresses itself as willing to forward to any other kindred organization copies of the pamphlet.

It is announced from the office by Owen M. Bruner, secretary, that the annual meeting of the Philadelphia Wholesale Lumber Dealers' Association will be held on January 12, 1911, at the Union League, Philadelphia.

Peonage Verdict Vital to Lumbermen

The action of the United States Supreme Court in sentencing W. S. Harland, Robert Gallagher, C. C. Hilton and S. E. Huggins of Alabama to fines and prison terms on peonage conspiracy charges marks the beginning of actual results in the recent crusade of the government against peonage. The accused were specifically charged in 1906 with having conspired to arrest and return to the lumber camp of the Jackson Lumber Company, a Hungarian who had left the company owing it a sum of money. The decision was appealed to the Supreme Court of the United States, with the result that the accused were fined from $1,000 to $5,000 and to a sentence of from thirteen to eighteen months of hard labor. The decision has caused a great deal of adverse feeling locally and a petition is already in circulation calling upon President Taft to pardon them.

The accused gentlemen may or may not have been guilty of the offense of which they were charged, but the outcome of their case will serve to warn the millmen of the North, in which section the difficulty with labor is most apparent, that they are denied the possibility of securing justice from their men along the lines attempted by their unfortunate contemporaries of the South. Anyone knowing anything about the northern lumber camp or having been associated to any extent with northern operations, knows the deplorable condition existing there, particularly in Canada. This condition can undoubtedly be attributed to some extent to the high regard the officials of the lumber companies have for the welfare of their employes in the woods. It has come to a point now where the companies actually vie with each other to secure the services of the best cook and to set the best table and have the cleanest bunk house. This means that there is a universal high character among the lumber camps of the North and that no matter where a lumberjack presents himself for a job he knows he will be insured good grub, a good bed and warm clothing. This has undoubtedly militated against the old standard of efficiency which existed among the lumberjacks of the North and North woods. Now any bum walking along the railroad who is hungry and hasn't proper clothing will apply for a job at a camp whether he knows anything about the woods or not. He will be sure of a good supper and a good bed to rest in that night and before he starts out in the morning the camp foreman will fit him out with enough warm clothing to keep him comfortable in the woods.

Mr. Tramp goes out with the rest of the gang and takes the station assigned him by the foreman, making an attempt at work until that gentleman is out of sight, when he immediately digs out on the nearest trail leading away from the camp, travels until he encounters somebody who will buy his outfit, which has cost him nothing, and goes on until he can repeat the performance at the next camp.

The northern operator is decidedly up against it, and it almost seems as though he would be justified in employing the methods of his southern brethren. At any rate, it seems that it would be possible to establish some sort of a check system for blacklisting deserters. But the camps are being flooded so continuously with strangers that it would be almost impossible to keep accurate tab on the whole working force.

A Big Lumber Shed

The Nichols & Cox Lumber Company of Grand Rapids, Mich., the well-known producer of maple and oak flooring and wholesaler of hardwoods, has in course of construction one of the largest lumber sheds in the state. The building is 82x400 feet in size, and when finished will permit the entrance of a locomotive on the railroad tracks through its entire length, for the handling of freight cars, which may be loaded or unloaded simultaneously. In addition to this track room, wagon tracks are provided, and storage space which will house more than 2,000,000 feet of lumber.

The building rests on a concrete foundation and is solidly constructed throughout, and in every particular is equipped in the most modern way.

Hoo-Hoo Death Emergency Fund

The plan of the Concatenated Order of Hoo-Hoo providing for a death emergency fund of $250 to each Hoo-Hoo subscriber on receipt of two dollars dues from 3,000 members of the order in good standing has become effective by reason of the necessary number having subscribed to it.

Already three payments have been made against this fund, due to the death of M. P. Turner of Jacksonville, Fla., Lawrence R. Longsworth of Somerset, Ky., and S. I. Everett of San Francisco, Cal.

The sum of $250 will not seem very much to the average lumberman, but whether rich or poor, high or low, death comes as a sudden shock and often finds the immediate relatives financially unprepared to undergo the necessary funeral expenses. Therefore it seems that the Hoo-Hoo scheme of promptly remitting by mail or wire the little necessary sum from its death emergency fund is a commendable feature of the order.

It is understood by the subscribers of this fund that when, by reason of death payments, the fund shall have been reduced to $2,000, the subscribers shall be advised of this fact and an invitation made to replenish it. If the fund falls below a thousand dollars it shall be understood that the membership wishes the plan no longer maintained and the balance of whatever funds remain in the treasury over to the regular distress fund.

Beyond doubt the members of the order will be glad to maintain the death emergency fund, as the cost is inconsequential as compared with the benefits that will ensue.

The Hoosier Lumber Poet Again In Evidence

The innumerable friends of Van B. Perrine, who combines the characteristics of bard, lumberman and prince of good fellows, has not broken forth in verse for the delectation of RECORD readers for more than a year. His friends have been worrying about him, fearful that the poetic muse had taken her lyre from his hands, but here we have it. It is just a little message of good cheer and optimism that always comes from the pen of this most popular of Indiana lumbermen. He thinks he can see a prospective dollar mark in the curve of the black cat's tail:

A DOLLAR MARK IN THE CAT'S TAIL

'Twas the night before Christmas, remember
there sat
On a half-sawn log a coal black cat;
The lumberman's mascot, who'd figured it out,
That times would improve without any doubt.
This cat being Hoosier, with a mission to
serve,
Fearing that some might see in the curve
Of its tail an omen, while knowing that we
Were not superstitious, at times it could see
We were keeping close watch, with all of our
nerve,
At the end of its tail and how it would curve.
And being our mascot, most all would opine
They needn't feel worried if the figure were
nine.
But should it curve round in a questioning
way
And it got mighty near to this curve every
day—
As the lumberman's mascot, nine lives to the
good
Wouldn't help it out much with these dealers in
wood,
But then again should the dollar sign show
In the curve of its tail indications to grow.
'Twould forecast good. And omens we're told
On the unsuperstitious have somewhat a hold.
So this cat slept days and prowled around
nights,
Like lumbermen do when seeing the sights;
Pointers from here and information from there
Turned to gray some of the black in his hair.
But being most anxious the job still to hold,
Kept him working, and at last, I am told,
Success crowned his efforts, for all through the
fight
In figuring things out he'd been about right.
No more need we worry, as everyone sees,
The cost of the lumber depends on the trees;
And as they get scarcer, no cause for surprise,
That prices for lumber are bound to arise.
So now he comes back, as cats always do,
And tells you "Cheer up," because it is true;
Prosperity is coming, in fact is right here;
Bringing for all a mighty good year.
So when loading your lumber, grade about
right,
Merry Christmas to all, and to all good night.

Canada's Cut for 1909

The forestry branch of the Department of the Interior of the Dominion of Canada has compiled statistics for 1909 showing the total cut for that year to have been 3,814,942,000 board feet, an increase of about 400,000,000 board feet over the 1908 cut. This report includes the total cut of 2,085 mills. As a basis of comparison the total for 1909 in Canada was a little less than that for the state of Washington in 1907.

Ontario still maintains its leading position in the point of production, its great annual output of white pine being responsible in addition to

[illegible] and that the main species found in that province is a fine [illegible] cut of almost [illegible] and of [illegible] in Canada. British Columbia holds second place, while the other six provinces remain in the same relative position as the year before.

The average price of lumber at the mill is lower in Nova Scotia than elsewhere, being $11.96 a thousand. Ontario maintained the highest average value, which was $19.80. This comparatively high figure is due to the large cut of white pine.

The conifers lead in the total production at Canada's sawmills, spruce being produced in greater quantities than any other species, totaling one-third of the entire output. Of the hardwoods, maple, basswood, elm and ash show increases in cut much larger than the average, while the cut of basswood and beech was four times as large in 1909 as in 1908. Birch is still in the lead among the hardwoods of Canada, though it made but a small increase in production over 1908.

Figures show that the Dominion cut in 1909 only one-twentieth of the maple that was cut in the United States, and only one-four-hundredth part of the oak cut here, and is dependent on the United States for the greater part of its supply of oak, hickory, poplar, chestnut, gum, walnut and cherry. The value of hardwoods imported into Canada during 1909 exceeded by 9.8 per cent the value of hardwoods manufactured into lumber during that year.

Birch showed an average increase during 1909 in production of only 15.7 per cent. There is a much larger production of birch in the United States than in Canada, Wisconsin and Maine each producing annually more birch than the whole Dominion. The maple cut for Canada increased 40.4 per cent, though the cut in the United States in 1908 was twenty times greater. The cut of basswood in Canada increased 187.6 per cent in one year, which is about one-seventh of the total cut in the United States the year before. The total cut of elm in 1909 was 34,500,000 feet, an increase of 31.8 per cent. The ash cut in all the provinces increased 62 per cent over 1908 figures, which were one-thirteenth as great as that of the United States for the year previous. The average price of ash in the United States was $25.51 in 1908 and in Canada was $19. There was a remarkable increase in beech production of 195.8 per cent, the total cut being 15,000,000 feet. This is about one twenty-seventh as great as that in the United States for the year previous. The production of oak has passed its maximum and will probably maintain a decrease in the future. The average price decreased from $31.72 to $29.07 from 1908 to 1909. This compares with an average of $21.23 in the United States in 1908. A part of the hickory cut consisted of logs imported from this country and was comparatively negligible in total, as was the cut of walnut.

New Catalogs

William B. Mershon & Co., Saginaw, Mich., have issued a most attractive catalog for 1911. It is printed on heavy glazed paper with brown ink and is profusely illustrated with a number of excellent cuts. The company has already sent out many of these catalogs, but would be pleased to mail a copy to anyone who has not received one and is interested in their particular line or in the care and fitting of saws. The catalog is entitled "Use and Care of Band Resaws," and takes up in detail accurate directions for the practical operator which he should follow to insure the greatest efficiency and longest life of his saws. Besides, the booklet illustrates and describes the various special machines gotten out by this company. In all, it is a booklet well worth writing for, whether one is particularly interested in a purchase or not.

McIlvain's Lumber News for December, published by J. Gibson McIlvain & Co., of Philadelphia, Pa., has been sent out from the offices of that concern. The booklet contains sixteen pages and among the contents, besides the famous stock list and editorial matter, are a number of pages given over to a discussion of interesting topics. The new electric locomotives to be used by the Pennsylvania Railroad Company and its New York tunnel are described in detail.

The H. B. Smith Machine Company of Smithville, N. J., has issued its usual attractive catalog for the coming year. The Smith catalog does not attempt to take up anything other than a description of its various machines, but does this in a way tending to prove why prospective customers should buy the Smith products.

OBITUARY

Joshua Oldham

Joshua Oldham, president of the well-known saw manufacturing firm of Joshua Oldham & Sons, Brooklyn, N. Y., died at his home, December 10, of pneumonia, following an operation. Mr. Oldham underwent an operation on December 6, and under the care of able doctors and one of the most prominent surgeons in New York, it was hoped by himself and his family that he would, as was anticipated by the doctors, be restored to good health. His mind was as active as a man of thirty years and he consented to an operation thinking it would fit him physically for the activity of the body which he was used to all his life. The operation was successful, but three days after pneumonia set in, which resulted in his death. He is survived by a widow, two daughters and six sons.

Mr. Oldham was born in Sheffield, Eng., December 31, 1843. He was a descendant of a generation of saw and steel experts. His father was in the saw business in Sheffield and built up quite a trade in England and on the Continent. So that he might get an insight into the business, Joshua Oldham was placed, when a boy, with another world-famed saw manufacturer on the Continent, his father believing that an experience gained outside of the family influence would be better. His judgment proved correct, for the son proved himself a master workman in every branch of the trade from the raw steel to the finished saw. After gaining this valuable experience, he joined his father and remained with him until he came to the United States in 1867. His idea was to look over the field here and open up a new market for saws to be manufactured in England. After a short stay, however, he was so impressed with the country, its future possibilities and the vastness of the lumber industry, that he at once declared his intention to become an American citizen.

In 1868 Mr. Oldham married Miss Mary Moore of Montreal, Canada, and in February, 1870, he started a business for himself, and as each of his sons finished his education, he took them into business with him, making it imperative that each one thoroughly learn the business from beginning to end. In 1894, as four of the sons were able to take up the management of the different branches of the business, Mr. Oldham turned over all the details to them, and for the past ten years spent most of his time at his country seat, South Nyack-on-Hudson, N. Y., only being connected with the business in an advisory capacity.

There will be no change in the present organization of the corporation or the policy established by its late president. The sons, who have had the active management of the business for the past fifteen years, will continue in charge of the affairs of the company.

Walter L. Pierce

Walter L. Pierce, who for thirty-two years has been connected with the Lidgerwood Manufacturing Company, being its secretary and general manager for twenty-nine years, died suddenly of heart failure at his winter home in the Hotel St. Andrews, New York City, early Saturday, December 10, 1910. He was a son of John F. Pierce and was born at Dorchester, Mass., on June 8, 1855. His parents survive him and he leaves a widow, Jane Hutchins, an only son, Walter L. S. Pierce, a brother, Charles C. Pierce and a sister, Mrs. E. W. Jones.

Mr. Pierce's death was entirely unexpected and was a great shock to his family and associates. He had suffered for several years with nervous troubles but by devoting much of his time to out-of-door pursuits he had apparently recovered. He was feeling particularly well when he left his office on the evening preceding his death.

He was known to a wide circle of personal and business associates. He was remarkable as an organizer and so perfect was his work that no detail of the great business which grew up under his hand was neglected during his long absences from his desk while seeking health and the coherent body which he formed is a monument to the efficiency of his work. Besides his connection with the Lidgerwood Manufacturing Company, he was treasurer of the Hayward Company and of the Gorton-Lidgerwood Company.

His summer home was at Englewood, N. J., where he was a member of the Englewood Country Club. He was also a member of the Apawamis Golf Club, the Wright Fish & Games Club of Canada, the Lawyers' Club, the Engineers' Club, the Machinery Club, in which he was also a director, an associate member of the Naval Architects and Marine Engineers and of the American Society of Mechanical Engineers and a past president of the National Metals Trades Association.

Funeral services were held at St. Paul's Church at Eighty-sixth street and West End avenue, New York City, on Tuesday, December 13, and the burial was at Woodlawn, N. Y.

One of Mr. Pierce's most intimate and lifelong friends said of him:

"His unselfish life is his eulogy, and words in lending themselves to praise his steadfast soul do most honor themselves. Given to mingle in the everyday affairs of life, he dignified them in that he added to the world's store of men's confidence in each other. Tenacious in application, indomitable in courage, he was master of his calling in life, but not before he was master of himself.

"Experience and knowledge were not, however, for him to hoard capital for accumulation to himself, but rather he gave of himself generously, and no worthy plea so weakly pressed that did not meet a quick response."

James Ramsay

James Ramsay, secretary of the Herman H. Hettler Lumber Company and a prominent factor in the Chicago lumber fraternity, passed away at St. Luke's Hospital, Chicago, on Sunday morning, December 11. Mr. Ramsay had been ill but a short time, having returned from an eastern business trip on December 8. While away he contracted a severe throat trouble and upon returning home went at once to the hospital, where he seemed to be improving considerably. The next night, however, his condition was reversed and he grew rapidly worse, dying early Sunday morning.

Mr. Ramsay came to this country when quite young, starting his lumber career with the Pullman Company. His advance was rapid and soon placed him at the head of the lumber purchasing department, where he acquired a wide acquaintance and experience in the lumber trade. He resigned from this capacity ten years ago, becoming a partner in the Greenlaw Lumber Company at Covington, La. The affairs of this company went into liquidation five years ago, at which time Mr. Ramsay took up his work with the Herman H. Hettler company, with whom he has been associated since, devoting most of

his time to the railroad business of the concern. He was elected secretary a year ago.

Mr. Ramsay comes from a family of noble lineage, having been born at the ancestral seat of the Ramsay family, Dalhousie Castle, Kirk, Scotland, in 1865. Had he not preferred his American citizenship, he undoubtedly would have succeeded to the title of Earl of Dalhousie. Mr. Ramsay received the best education obtainable in Scotland, graduating at St. Andrew's College, at which place he acquired a proficiency in golf which has made him one of the principal authorities on that game in this country.

The man's thorough knowledge of every detail of the lumber business, the high plane of his integrity and his practical common sense and good judgment, coupled with a sense of duty to his company and its patrons, earned for him during his lifetime the high esteem of his competitors as well as customers and those associated with him in his business.

The funeral services were held on Monday, December 12, at ten A. M., from the St. Paul's Episcopal Church, 58th street and Madison avenue, Rev. Herman Page, rector of the church, officiating. The interment was at Mt. Greenwood Cemetery.

Reunion of Department of Baldwin Locomotive Works

The members of the fire department of the Baldwin Locomotive Works, Philadelphia, Pa., recently assembled around the banquet table at the Hotel Walton in annual social session and talked of the past, present and future work of the great plant. The department, which is volunteer, was organized in 1864, and almost every year since that time the members have met and discussed their mutual interests and the welfare of the plant.

Samuel M. Vauclain, general superintendent of the Baldwin plant and partial owner, acted as toastmaster. The speakers were J. P. Sykes, assistant general superintendent; Wm. Rhodes, one of the superintendents; C. A. Burgeois, chief engineer of the fire department, and R. P. C. Canderson, superintendent of the Eddystone plant.

The department recently took up a new work for the company, approaching policy duty. The members have interested themselves in the betterment of the works and a committee visits different departments and investigates the sanitary conditions. Through these investigations the managers of the plants have been able to make many changes towards improvement.

Wood Distillation in 1909

In the wood distillation industry in the United States there were consumed during the calendar year 1909 1,265,000 cords of wood, as against 978,000 cords in 1908 and 1,282,000 cords in 1907. The average cost per cord reported for the 1909 consumption was $3.21, which was an increase of 23 cents, or 8 per cent over that reported for 1908, and of 6 cents, or 2 per cent, over that for 1907. While a substantial increase is noted in that branch of the industry using yellow pine, fir and other soft woods as material, the revival of activity was more marked in hardwood distillation, due undoubtedly to the material advance in the average value per gallon of wood alcohol over the two preceding years.

The distillation of hardwoods was reported from fourteen states during 1909, while in 1908 and 1907 it was pursued in only eight states. Michigan, Pennsylvania and New York, however, continue to be the centers of activity in this branch of the industry. These three states consumed 84 per cent of the total quantity of hardwoods reported as used during 1909, and contributed, of the total output of each of the three leading products, charcoal, wood alcohol and gray acetate, 82 per cent, 93 per cent, and 92 per cent, respectively.

While the average value per unit has varied little for most of the products of hardwood distillation during the past three or four years, for alcohol it has fluctuated over a wide range, following the passage of the so-called denatured alcohol law, which became effective January 1, 1907. The average value per gallon reported for crude alcohol manufactured during the calendar year 1906 was 34 cents. In 1907 it dropped to an average of 15 cents, increased to 17 cents during 1908 and reached an average of 21 cents in 1909.

New Concern Takes Over Old Business

On December 1 Charles B. White of Chicago, who is favorably known among the local trade, took over the interests of G. L. Lindsley in the old G. L. Lindsley Lumber Company, in which Mr. White was formerly a co-partner. Mr. Lindsley had been ill for some time and upon his being ordered by his physician to make a change his partner embraced the opportunity of acquiring business and purchased the interest which he did not formerly hold. He will continue the old trade under the style of the White Brothers Lumber Company. The new concern will continue to have its offices at 1260-61 Monadnock block, Chicago, and it is Mr. White's belief that it will continue to hold the old trade as well as to take on a new line of customers.



CHAS. B. WHITE OF CHICAGO

The G. L. Lindsley Lumber Company entered the Chicago field two years ago and during the ensuing period has worked up a comfortable trade in southern hardwoods, yellow pine and west coast products.

C. B. White has taken with him his brother, Thomas B. White. The latter has been in the railroad business for several years, and while he is lacking in a close knowledge of the details of the lumber business, his close relations with his brother coupled with his aggressive spirit, will materially aid the other partner, whose experience and wide acquaintance in the trade entitle him to a prominent position in local lumber circles.

The company relies for its hardwoods upon mills at Wagner and Lakeside, Ark., where it has a large stock of dry timber on hand. These mills cut daily 25,000 and 50,000 feet respectively. The renowned Craig Mountain pine will be sold by the White Brothers Lumber Company in this territory. Mr. White claims this stock to be the equal of any California white pine.

The [illegible] include 1,000,000 feet of dry gum lumber running from 30 to 35 per cent red and 1,000,000 feet of oak lumber on sticks. Mr. White reports an excellent business, considering trade conditions and the season, and takes an optimistic view of the future.

The HARDWOOD RECORD unites with the friends of the new company in best wishes for the successful future which seems assured.

How to Reduce Your Fire Hazard

Among the benefits to be derived from burning your sawdust and other fine refuse under your boilers is the fact that it keeps your yard clean. This not only makes it look better, and gives you more room to pile your lumber, etc., but it also greatly reduces the fire hazard.

If you cannot burn such fuel on your present grate, you should install the Gordon Hollow Blast Grate, which will enable you to consume [illegible]

You need not buy the grate outright, if you are at all skeptical as to its efficiency, as the manufacturers are perfectly willing to let you try it thirty days before you need commit yourselves. If at any time during that period, or at the expiration thereof, you do not feel that the grate is worth the price asked, all you need do is to remove the apparatus and notify the manufacturers that it is subject to their order, and the transaction ends. They pay the freight both ways.

The Gordon Hollow Blast Grate Company, Greenville, Mich., is the party to address, except on the Pacific coast, where the grate is being made and sold under license from the Gordon Hollow Blast Grate Company by the Puget Sound Machinery Depot, Seattle, Wash.

Australian Railway Ties for America

A shipment of 70,000 railway ties of "stringy bark" (Eucalyptus obliqua), sometimes termed Tasmanian oak, left Hobart for the United States at the end of October. Two similar shipments will follow, probably in March and June of 1911, making a total of 210,000 sleepers of Tasmanian timber for the United States.

Stringy bark is much in demand for railway sleepers, being almost everlasting. Some forest tramways in use by Tasmanian sawmills were laid with stringy bark sleepers more than fifty years ago and, after withstanding an enormous heavy timber traffic daily, are still perfectly sound. The average use of these sleepers resting on gravel ballast and subjected to a rainfall varying between twenty and sixty inches per annum is about fifteen years, but they have been taken up after twenty years of use and found perfectly sound. The wood, being practically noninflammable, makes a valuable safeguard against conflagrations in tunnels, and is especially suitable for underground railways. Stringy bark is marvelously nonabsorbent and resistant of damp, making some of the finest railway sleepers in the world, and is comparatively immune from the ravages of white ants and other land insects.

The Tasmanian wood being hard, bedplates are not required under the rails of the Vignoles section of rail. The holding for spikes is good and the splitting of a sleeper is a rare occurrence. On the Tasmanian main line (3-foot 6-inch gauge) stringy bark sleepers are used The alignment of the track is very sinuous, many of the curves being only 330 radius, and yet even on these sharp curves so great is the holding power of the spikes in the sleepers that no bearing plates or reenforcing braces are used.

Stringy bark is especially suitable for harbor construction, being one of the densest timbers in the world and immune from the attacks of marine insects. It is one of the few kinds which can be obtained in great lengths and contains a resinous substance which resists the Xylophages. There is an essential oil in the [illegible]

to worship, and at the same time acts as a preservative to iron. It stands great exposure to wet and damp, besides possessing the valuable property of repelling the white ant and teredo worm.

This timber is of great value in building breakwaters, docks, etc., as its high specific gravity is such that it is unnecessary to weight the piles to get them into position when in deep water, thus saving a great expense. As an instance of the durability of stringy bark when used for piles, a sample of this wood was recently taken from a Hobart pier. It was certified to by the engineer of the Hobart marine board after having under the water for thirty to forty years it was still perfectly sound.

Elephants and Teak Trade

In Burmah, which is practically one gigantic teakwood forest, all the cutting of the trees is done under the direct supervision of the British government: Burmese guards with British officers are constantly on duty in the forest. One-half of the output is used by the British government in the construction of its fleet, as all battleships as well as modern first-class vessels require teakwood for exposed parts. Teak is also used for the finest interior and exterior cabinet work; it is hard, durable, does not show any appreciable shrinkage, and takes a beautiful polish. The average commercial log is 20 ft. long and about 18 in. square, being the length most suitable for ship purposes. Teak is worth about $250 per 1,000 ft.; teakwood is seasoned standing as it grew, the general practice being to girdle (ringbark) a tree 12 months before felling, thus stopping the flow of sap and growth. This wood in the green state would not float in water, but sinks like lead. Teak is felled in the forest, dragged to the streams by huge elephants, floated down to the sea coast, and is there piled in high stacks by elephants in the yards.

That these immense beasts are highly intelligent and well trained is evidenced by their method of working. They are ridden by natives called "mahouts," who direct their movements by merely tapping them with their heel, and at whose command they will kneel and, gauging the distance, place their tusks under the center of a log, curl their trunk over the top with tight grip, rise with the log nicely balanced, walk away, and if necessary climb the stack with the log, place it in position as gently as possible, then back down to the ground and proceed with another. If a log is too heavy the elephant will refuse to handle it until another animal is called to help, when they proceed with the work with apparent perfect understanding. A single elephant can pick up and carry at one time logs weighing as much as 1,200 lbs.

These animals, which sometimes weigh as much as 6½ tons, are extremely valuable, sometimes being worth $5,000 to $6,000 gold. They are given the greatest care and attention. Owing to the excessive heat in Burmah, the practice is to work them only three hours each day, usually from six until nine o'clock in the morning, during which time they accomplish a vast amount of work. If their labor has been in the mud they are given a hose, with which they wash most of the filth from themselves, then their trainers complete the cleansing and rub the animals' legs with vaseline to keep the hide in good condition.

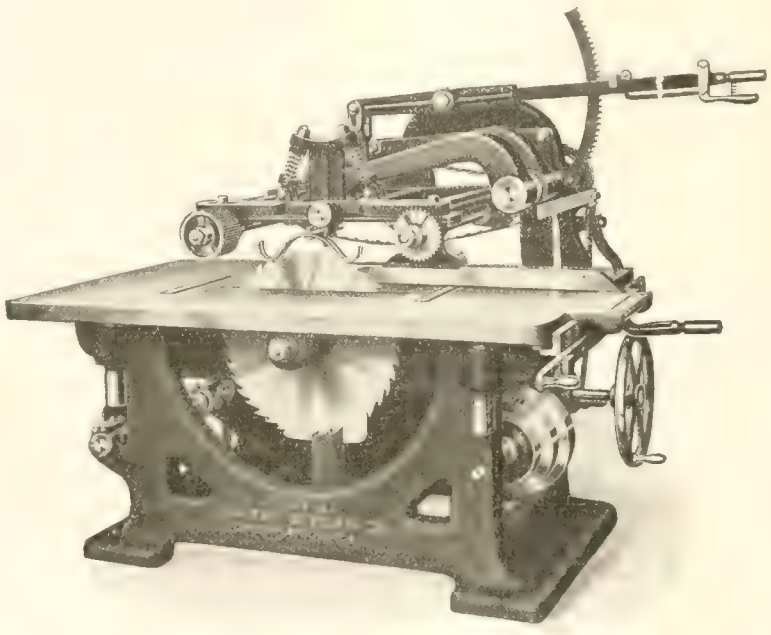
Burmese rosewood differs from that of South America in that it is of a very rich, fiery color, the natural grain and figure requiring absolutely no stain to bring out its richness and beauty; it is very heavy and hard, and has a fine illuminating effect where used. It is available generally in logs 8 ft. long by 12 in. square; its value is about 75 cents per square foot. Ebony is in small and irregular logs, 8 ft. long by 10 in. square, and valued at about 70 cents a square foot. Camphor wood is unique in that it is procured principally from the roots of the tree in slabs 3 ft. wide by 9 ft. long by 20 in. thick, the timber of the trunk of the tree being unsuitable for lumber purposes; its value is about $200 per 1,000 ft.

A New Self-Feed Rip Saw

It is gratifying to be able to call the attention of HARDWOOD RECORD readers to another new machine, as these people manufacture a high-grade line that every machine they put out meets an interested body of users. This new machine is a self-feed rip saw, designed for general ripping, and will be found a satisfactory tool for light and heavy work.

In the manufacturer's large illustrated circular treating of this new machine, particular attention is called to the feed, which consists of a power-driven spur and a fluted outfeeding roll, both of which are adjustable to and from the saw to permit of handling very short as well as long stock. The driving mechanism is the strongest possible, consisting of a train of sprocket gears and chains regulated by a three-step cone pulley.

The frame is cast in one piece and is perfectly free from vibration when working at its full capacity. The capacity is such that it will rip 4 inches thick with a 16-inch saw and 8 inches with a 24-inch blade. It takes 19 inches between saw and fence. By lowering the table and raising the feed out of the way a timber as large as 12 inches thick can be ripped by reversing the timber. When this machine is arranged as a hand feed, it will rip 14 inches thick and take 18 inches between saw and fence.



J. A. FAY & EGAN NEW SELF-FEED RIP SAW

The table is raised and lowered by worm segments and is 37¼ inches wide by 5 feet 6 inches long. The fence is 2¼ inches high and 40 inches long and is instantly moved and clamped at any position. A graduated index is furnished for accurate ripping. The mandrel is made of crucible steel and runs in long self-oiling bearings. The mandrel pulley has an outside bearing supported by a heavy arm bolted on to the side of the frame.

For further information concerning this machine you are invited by the manufacturers, J. A. Fay & Egan Company, to write for large illustrated circular. The proper address of the manufacturers is 414-434 W. Front street, Cincinnati, Ohio.

Another Jeffrey Office

The Jeffrey Manufacturing Company has opened a new office in the Fourth National Bank building, Atlanta, Ga., with D. C. Rose, formerly with the Dodge Manufacturing Company, as manager. This is the tenth Jeffrey branch office in the United States, although there are over 100 Jeffrey agencies situated in the principal cities of the United States, as well as in the leading commercial centers all over the world.

The Motor Truck for Lumbermen's Use

From the office of H. W. Perry, manager of the Publicity Department of the Tenth Annual National Automobile Show of Chicago, comes a communication which should prove interesting to any lumberman operating on even a moderate scale. Mr. Perry calls attention to the coming automobile show, February 6 to 11, which takes place in Chicago, and justly claims that the up-to-date lumberman should give his serious consideration to the matter, leaving himself open to conviction as to the merits of the motor truck.

He contends that there is hardly a trade or industry in which some sort of a self-propelled work vehicle cannot be satisfactorily adapted. Its celerity of movement, its enormous work capacity and its decreased cost of maintenance over that of teams will eventually make its adoption universal. The commercial motor vehicle has been in the market for many years, and has passed through the period of development and experiment, having proven its right to exist and its superiority over the old-time methods of transfer and delivery.

Mr. Perry, in calling attention to the coming show, which will take place in the Coliseum, states that there will be two hundred different models of work vehicles displayed, and the prospective customer or convert will be supplied with all information pertaining to this particular class of vehicle. Special forms of power trucks equipped with all kinds of appurtenances for unusual work will be on exhibition, and, in short, the visitor will be enabled to make up his mind without any room for doubt as to whether or not he can apply this step in advance to his own business.

Gifts From the Trade

The RECORD acknowledges with thanks the receipt of a calendar for 1911 from the office of Scatcherd & Son, wholesale dealers in hardwood lumber of Buffalo, N. Y. It is a very practical idea for the busy office man, gotten up in tablet form, each page carrying six days of the month, with a space for memoranda opposite each date.

The Westinghouse Electric Company of Pittsburg, Pa., has gotten out a diary for 1911, which, besides carrying the regular calendar with space for memoranda, contains an abundance of information covering every phase of the practical application of electricity. It gives tables and rules, which can be applied to every problem which faces the electrical engineer, and besides gives a number of pages of miscellaneous information.

From Robert Black & Co., Bay City, Mich., comes a beautiful calendar, showing a reproduction of the painting by J. Ross Bryson, entitled "Inspiration." The calender is artistically gotten up and will make an attractive wall hanging for the RECORD'S office.

The calendar sent out by the Midland Lumber Company, Parkersburg, W. Va., contains a daily pad with figures of sufficient size to be seen a block away, thus assuring the company that it will be well before the attention of the trade during 1911.

The Penrod Walnut & Veneer Company of Kansas City, Mo., sends its compliments to the trade on an attractive blotter, which has a celluloid cover on which is attractively printed the name of the concern and a portrait of a colonial dame.

The Keith Lumber Company, Chicago, has issued an unpretentious but effective little memorandum card of celluloid. One side is finished plain for making memoranda. The other contains the company's name and a concise little calendar, and a notation of the many kinds of wood handled. The bottom of the card bears the trade mark of the company.

The calendar received from the American Wood Working Machinery Company has several features which makes it especially valuable. Besides the current month, it also shows on each of the twelve sheets, the month previous and the following one, gives the moon phases and is clearly printed in black, the figures being of good size. The location of the company's branch offices are given, also pictures of a number of its important machines and views of its plants.

John M. Woods & Co., East Cambridge, Mass., manufacturers and wholesalers of hardwood, yellow pine, mahogany and veneers, send a good standard calendar, clearly printed and of good size, showing the company's plants and yards.

A Curious Grindstone

A peculiar and a very home-made grindstone was found by the American consul, Charles K. Moser, in southern Arabia. Writing from Aden he says that this interesting implement was made by the workman who used it and was of excellent quality.

It is a disk of about eighteen inches in diameter and half an inch in thickness. This abrasive disk is made of a composition of Indian lac or wax and imbedded in this retaining matrix are the fine grains of pulverized corundum crystals brought from Makalla and Shehr, provinces on the southern Arabian coast and some 200 miles east of Aden.

Norway's Timber Supply

The Norwegian authorities look upon the increased importation of pulp wood as an indication that the forests of the country are being drawn upon beyond their capacity. In spite of the liberal expenditure for reforestation, the Norwegian forestry laws show a great diversity of character in the different sections of the country, having been drawn up to meet the wishes of the people of particular localities. There is no uniformity as to the size of timber which may lawfully be felled.

Tree planting is carried on systematically, both publicly and privately, but the slow growth of species in Norway precludes the possibility of the utilization for lumber, at least for a good many years. The importation of pulp material was first tried in 1907, the timber being imported from Finland and Russia.

As a further evidence of the decreasing capacity of the forests, it is shown that the export of lumber is fast decreasing. As lumber prices have advanced from year to year, the decrease in bulk has not caused a corresponding decrease in values. Nevertheless, present conditions seem to indicate that there is a real cause for alarm as far as the supply is concerned.

Why Machines Do Not Make Good

The success of a machine depends as much on the way it is used as on the way it is built. Many makers of good machines know this to their sorrow.

Probably every manufacturer of machines, whether he likes to admit it or not, can recall instances where his machine has never given complete satisfaction. Not from any fault of the machine itself, but from the ignorance or opposition of some one connected with its use.

Many a good machine is not turning out nearly its full quota of work, because the operator knows from experience in that particlar shop that if he does not hold back the production his rate will be cut at once. And he doesn't propose to be executioner at his own funeral. So, through no fault of the machine or its builder, the output is never what it should be.

In other cases the foreman, or some one in charge, had specified a certain make of machine and another has been forced on him instead. It may be a better machine, but he is apt to be just human enough to dislike helping to show that his judgment was poor in selecting some other tool. And the lucky (?) machine that was chosen has to suffer. Of course, it isn't ethical, but it's very human.

Then, too, it may be (though I believe these cases are rare) that some one had a slight financial interest on the side in the sale of the other machine, and the successful rival has all kinds of obstacles thrown in its way.

The worst of it is, the maker doesn't always know that his machine isn't doing well. Or perhaps it is just running and being "damned with faint praise" to every visitor who comes in the shop. How often we hear something like this: "Oh, yes, it's a fair machine, but it doesn't show half they claim for it in their ads."

The chances are that it isn't being run at the right speeds or feeds, or even on the work that it was bought for. The demonstrator often finds that after he has started up a machine and left it going in good shape, the whole routine is changed as soon as he leaves the shop. Sometimes this is through an honest belief that another way was better, but more often through pure cussedness in the mind of some disgruntled foreman or operator.

And this is the hardest thing in the world to combat, because the operator is always on the job and because the average shop rarely finds out that there has been an increase in the cost of a certain piece until it is about ready to change the model for some reason or other.

Now, to my way of thinking, this shows that the selling or educational campaign wants to include the operation as well as the purchasing agent. "You can lead a horse to water, but you can't make him drink," as the old saying goes. So you can buy a machine and tell the operator to run it this way or that. But it sometimes costs more to make him do it than the increased output amounts to. Of course, you can discharge the operator, but the next one may not be any better—and your work is waiting.

I know a man who attributes much of his success to his treatment of office boys in the offices he visited in the early days of his business. He didn't hand out quarters or baseball tickets, or bribes of any kind, but he did treat them just as though they were real human beings instead of just office boys. Many of them are now in charge of the business he sells to, and they don't forget it.

In the same way I believe that many machines would be doing a great deal better work and be more of a credit to builders, if the operator had been considered as a human factory instead of part of the machine. This is more often the fault of the shop using the machine than of its manufacturer, but unfortunately they are not the only losers.

It will pay to impress the operator with the fact that you have considered his comfort in putting all the controlling handles where he can readily reach them and in such a way that he will not get caught in the handles. In other words, the complete success of any machine in a shop is the hearty co-operation of all who have to do with it, just as the success of any business depends on the working together of its different departments, and, although this is generally acknowledged, it cannot be emphasized too often.—John R. Godfrey, in American Machinist.

Booklet of Georgia Forest Association

The publication entitled "Forest, Fish and Game," issued by the Georgia Forest Association, contains some interesting information on forestry conditions in the Southland. It has a little write-up of the summer camp of the forest school of the Georgia University; a story on duck hunting; a short discussion of saws as applied to the mill, besides some interesting editorial matter.

Miscellaneous Notes

The Jones-Hurt Lumber Company of Houston, Tex., recently increased its capital stock from $75,000 to $100,000.

The Green Creek Lumber Company has completed and put into operation a planing mill plant at Kokomo, Miss.

Fire recently destroyed the Bogenshott Lumber Mill at Bean Rock, Ala. The loss is estimated at between $15,000 and $20,000, with insurance of about $7,000.

The Estill Lumber & Timber Company was recently incorporated at Cincinnati, O., with a capital stock of $10,000. The incorporators are Robert H. West and others.

The Dallas Lumber Company of Dallas, Tex., was recently incorporated with a capital stock of $10,000. John T. Witt, F. J. Miller and Frank B. Godley are the incorporators.

Fire recently destroyed the plant of the Hardwood Specialty Company at Decatur street and the L. & N. railroad, Memphis, Tenn. The loss is estimated at from $20,000 to $25,000, nearly covered by insurance.

C. B. Gordon, who has been in the lumber and coal business at Emington, Ill., for the past fifteen years, has recently sold out to Alex Brown and Frank Noel, who will operate under the firm name of Brown & Noel.

The Crown Table & Specialty Company of Argos, Ind., was recently incorporated with a capital stock of $10,000 to manufacture furniture and specialties. The incorporators are B. C. Schoonover, M. L. Corey and J. Martin.

The Minnetonka Lumber Company of Oklahoma City, Okla., has recently purchased the Citizens Lumber Yard of Claremore of R. H. W. Gray. This is one of the oldest established lumber yards in the eastern part of the state.

[illegible] Cadwell of Bay Bridge, Ga., sold his [illegible] sawmill plant and [illegible] to a company who will operate an extensive hardwood mill at that point. It is said that work will begin on the plant in the near future.

The Muskogee Hardwood Lumber Company is a new firm that has recently located in Muskogee, Okla. The company will make that city a distributing point and will handle hardwood flooring, doors, window facing and everything in the hardwood line.

The Green Lumber Company of Suffolk, Va., was recently incorporated with a maximum capital stock of $25,000 and a minimum of $5,000. The officers of the company are W. J. Green, president; George T. McClenny, treasurer, and R. J. McClenny, secretary.

A new $10,000,000 combination of boat builders has been formed, with the Racine Boat Company of Muskegon, Mich., at its head. Walter J. Reynolds has been elected president; J. M. Truescott, vice-president, and J. D. Rowe, secretary. Various other boat concerns in Michigan and Wisconsin are interested.

James McConnell & Son have recently removed their offices from Cowen to Ketchell in Marion county, Tennessee. The McConnells recently bought a tract of virgin poplar in Tennessee, most of which is located in Marion county. Besides poplar the tract contains a nice stand of hickory, which will be cut with the poplar.

The factory of the Lawton Basket Company of Lawton, Mich., was recently destroyed by fire, causing a loss on the building of $1,000, machinery $1,500 and stock $2,500. The company is making preparations to build new fireproof buildings and will also purchase new machinery. Most of the machinery is now damaged to a great extent.

The output of the Tennessee Hardwood Lumber Company, Louisville, Ky., which has recently been organized, will be sold by the J. T. Morgan Lumber Company of that city. The company has a plant with a capacity of 30,000 to 40,000 feet of oak, poplar and gum per day. It also has a new band mill located on the Ohio river near Rockport, Ill., with good shipping facilities.

Harold C. Johnson of the Drummond Timber Company of Kreeton, Mich., was appointed by the United States Court of Grand Rapids, Mich., on Tuesday, December 6, as receiver of the Bogardus Land & Lumber Company, the Pellston Light & Power Company, Pellston Planing Mill Company and the Pellston Turning & Manufacturing Company, all of Pellston, Mich., and is now at [illegible]

The woodworking plant of Liles Brothers at Liles, Miss., was recently destroyed by fire. The plant was leased by the Scott Spoke Company, which lost all of its machinery for the manufacture of spokes, while the loss to the Liles Brothers is that of the sawmill and planer. The Scott company's loss is placed at $15,000, while the Liles Brothers' loss is estimated at $5,000. There was no insurance.

An involuntary petition in bankruptcy has been filed in the Federal Court at Nashville against H. C. Card, A. H. Card and the firm of A. H. Card & Co., also the Clear Fork Lumber Company, by Lucien B. Beckner, who enters a claim of $9,000 for the rent of a sawmill and machinery for three years; the Duncan Lumber Company with a claim of $69.79 and Heth, Simmons & Co. with a claim of $50.

A new planing mill is to be built by Becker Brother & Son in Baltimore, Md. The plant will be thoroughly modern in every particular and will have a full and complete equipment of up-to-date machinery. The buildings proper will be solidly constructed and fireproof as far as it is possible to make them. The plumbing throughout will be sanitary and a sprinkler system of the most improved kind will be installed throughout the plant.

R. E. Klages and Madison Lafell have opened a porch furniture factory at 1217 Fair avenue, Columbus, O., and are doing business under the name of the Buckeye State Manufacturing Company. The plant is only a small one producing from forty to fifty swings and other small products per day. The machinery, which consists of cutoff, rip and band saws, a flooring machine, a six-inch molder, sander and a small planer, has been installed and is now in operation.

Papers of incorporation were recently filed for the Deakle Lumber Company by Frank Hemley and B. C., C. M. and R. L. Deakle, who are the directors and officers of the company for the first year. The capital stock of the company is $4,000. The purpose of the new concern is to buy, sell and deal in and mortgage lands, leases and timber, and they also intend to handle turpentine privileges. All the incorporators are residents of Bayou la Batre, Ala., where the office of the company is to be.

Because of the congealing or thickening of the greases customarily used, the oiling of machinery, particularly that used in unwarmed places, is sometimes difficult in winter. Oils thinned with kerosene do not readily thicken or congeal. A combination of cylinder oil, kerosene and graphite will stand a temperature several degrees below zero. The cylinder oil and graphite should be mixed to the consistency of a thin paste and this thinned by the addition of kerosene until it flows quite freely.

Yate, which is native to western Australia, is believed to be the strongest of all known woods. Its average tensile strength is 24,000 pounds to the square inch, equaling that of good cast-iron. Many specimens, however, are much stronger, and one was tested up to seventeen and a half tons to the square inch, which is equal to the tensile strength of wrought iron. The tree grows to a maximum height of 100 feet, and sometimes has a diameter of two and one-half or even three feet. Automobile manufacturers are experimenting with the wood.

Lumber has been going down the Great Lakes for a good many years and some fairly large cargoes have gone from the head of the lakes. A recent load, however, sets a new record. A vessel cleared from Duluth, Minn., recently bearing 1,900,000 feet. The largest previous cargo on the lakes was shipped to Tonawanda eighteen years ago. It contained 1,700,000 feet.

The toughest wood is that which bears the greatest load, and bends the most at the time of fracture. The following list shows the comparative toughness of various kinds of timber, ash being 1.00, beech .85, cedar of Lebanon .84, larch .83, sycamore and common walnut each .68, occidental plane .66, oak, hornbeam, alder, Spanish mahogany, each .62, teak and acacia each .58, elm and young chestnut each .52.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

J. S. Weidman, Jr., of Mt. Pleasant, Mich., was a Chicago visitor on December 20, accompanied by his wife. Mr. Weidman and his wife are just back from a Pacific coast trip of some months' duration.

D. E. Kline of the Louisville Veneer Mills of Louisville, Ky., accompanied by his wife, spent several days in Chicago last week and paid the RECORD a call.

Burdis Anderson of the Great Lakes Veneer Company of Munising, Mich., was among the welcome callers at the RECORD office last week. He was here in attendance at the National Veneer & Panel Manufacturers' Association annual.

W. D. Young & Co., the well-known manufacturers of hardwood lumber and "finest" maple flooring, are sending their friends as a Christmas remembrance a very fine leather card and bill book in which is enclosed an accident insurance policy for $2,500, good for one year from date. The editor of the RECORD wishes to acknowledge receipt of one of these handsome Christmas gifts.

There have been fewer lumbermen visitors in Chicago during the last fortnight than for any period for a year. The average lumberman is apparently engaged in taking inventory, closing up his year's business or engaged in holiday festivities.

The Charles J. F. Steiner Mantel Company of Baltimore, Md., announces a new organization for the manufacture of wood mantels. It has selected a new factory site and has made plans for a modern plant. The concern expects to be ready to ship goods by early spring. Chas. J. F. Steiner, the head of this house, has a long record as a manufacturer of wood mantels.

H. T. Cowan, who has been local manager for the past three years of the Dickson, Tenn., branch of the American Lumber Company of Chicago, has bought from the company its southern interests. Mr. Cowan has been prominent in lumber circles for over eight years. He was formerly with W. B. Earthman & Co., and went with the American Lumber Company when it opened up its Dickson office. The new management will be under the firm name of H. T. Cowan Lumber Company, and will do a general lumber business.

The Owen M. Bruner Company, manufacturer of yellow pine and hardwood lumber, of Philadelphia, is remembering its friends this year with a handsome leather stamp box, the cover of which bears a monthly card calendar for the year 1911. The RECORD wishes to acknowledge receipt of one of these cases.

The Paepcke-Leicht Lumber Company of Chicago has just been advised by cable of the sudden death of Richard Koller of Hamburg, Germany, who for the past six years has been its representative on the continent of Europe. Mr. Koller was a very valuable employe of the Paepcke-Leicht Lumber Company, and it is with extreme regret that they learn of his demise.

The Griffin H. Deeves Lumber Company of Chicago recently lost a decision to the Chicago & Northwestern Railway, in which the complainant charged that unreasonable rates had been levied on shipments from Greenville, Mo., to Roodhouse, Ill., and from Dothan, Ala., to Chicago. The court held that the fact that over nine months after shipment moved the defendant provided for absorption of shipping charge was not sufficient in itself to justify finding that the charge was unreasonable.

George W. Jones, president of the George W. Jones Lumber Company of Appleton, Wis., attended the Interstate Commerce Commission's hearing in Chicago last week.

E. J. Petteys of the Leavitt Land & Lumber Company of Dermott, Ark., visited Chicago last week. Mr. Petteys reports better prices in outlying districts than the Chicago market offers.

the result being that the bulk of the company's stock is marketed outside of Chicago.

Fred A. Diggins of Cadillac, Mich., president of the National Hardwood Lumber Association, was a Chicago visitor last week. Mr. Diggins' views as to association work and as to general trade conditions and prospects for future business were equally optimistic.

E. A. Thornton, president of the E. A. Thornton Lumber Company, Chamber of Commerce building, Chicago, has returned from a two weeks' visit to the South.

T. J. McDonald of the timber estimating firm of Burton Read & Co., East Tennessee Bank building, Knoxville, Tenn., has just left Chicago after a week spent among the timber head men and big timber holders of this city. Mr. McDonald has been getting acquainted and has been making connections with several prominent concerns of the city.

T. F. Scanlon of the McFarland Hardwood Company, Chicago, is in the city over the holidays, after an extensive buying trip through the South. Mr. Scanlon reports having made a number of big purchases and that red oak lumber in any quantity is hard to find.

The H. M. Schmoldt Lumber Company of Beardstown, Ill., has been succeeded by the Andrews Brothers Lumber Company of the same place.

It is reported from Arcola, Ill., that the Potter Lumber Company has been organized at that place to do a general lumber business, having an authorized capital of $15,000.

The Schick-Johnson Company of Chicago suffered a $15,000 fire loss recently; fully covered by insurance.

The Elgin Wagon Works of Dundee, Ill., has been succeeded by the Dundee Manufacturing Company.

The D. M. Sechler Carriage Company of Moline, Ill., has changed its name to the D. M. Sechler Carriage & Implement Company.

J. S. Wilson of Utica, Ill., has been succeeded by the Utica Lumber Company. L. M. Bayne, the owner, has headquarters at Ottawa.

Quixley & Bulgrin, two progressing lumbermen of Chicago, have incorporated their business under the style of the Quixley & Bulgrin Lumber Company. The new company has $25,000 capital and will do a general lumber manufacturing and merchandising business. The incorporators are W. H. Haight, Paul Corkell and J. A. Bell.

The Lumber Shippers' Storage & Commission Company, Chicago, is incorporated with a capital of $10,000. The new concern will carry on its business as formerly, the incorporators being F. W. Norwood, Q. Y. Hamilton and F. S. Bradley.

The Davis Adjustable Piano Bench Company, which has a capital of $50,000, at Elkville, Nev., has located in Chicago, being capitalized in this state for $50,000.

NEW YORK

H. A. Batchelor, Jr., manager of the Tennessee Oak Flooring Company, Nashville, Tenn., arrived in port last week with Mrs. Batchelor, after concluding their honeymoon trip.

The piano manufacturing plant of E. G. Harrington, 333-9 West Forty-ninth street, Manhattan, was damaged by fire entailing a loss of $50,000, covered by insurance.

The R. S. Coryell Lumber Company, wholesalers of Newark, N. J., with a branch office in this city, has just appointed E. A. Smith to its selling staff to look after the Long Island and Brooklyn trade of the company. Mr. Smith has been identified with the lumber trade for many years.

Everything is progressing nicely in connection with the annual banquet of the New York Lumber Trade Association, which occurs at the Waldorf-Astoria on January 26 next. Subscriptions for tickets are coming in good and everything points to a record attendance and a big time.

Lewis Dill of Lewis Dill & Co., Baltimore, Md., and R. C. Lippincott, of Philadelphia, Pa., were in town during the fortnight.

C. O. Shepherd, manager of the Davison Lumber Company, headquarters 1 Madison avenue, has just returned home after a trip to the company's mill at Bridgeville, N. S.

Knowlton Mixer of Mixer & Co., the well-known wholesale house of Buffalo, N. Y., sailed from here December 3 for Austria, where his family has been sojourning for some time. He will be gone about two months.

W. M. Stephenson, headquarters at St. Paul, Minn., who is the supreme representative of the concatenated order of Hoo-Hoo, is spending several days in town. The duties of Mr. Stephenson consist of visiting the various jurisdictions for the good and value of the Order and reporting to the Supreme Nine regarding matters requiring their attention.

BUFFALO

President Sykes, of the Emporium Lumber Company, goes South early in the year to look after the sale of a heavy tract of hardwood timber, which the company owns in North Carolina, part of which has already been sold. After that he will probably go to Florida for a while.

The James H. Walsh Lumber Company is putting into its yard stocks of birch, maple and black ash. A switch to connect with the Pennsylvania Railroad is being added to the company's facilities.

The Buffalo Maple Flooring Company has had two cargoes of maple in this month from the Boyne City yard and is now well stocked for winter.

F. W. Vetter has been ill and confined to his home for some time, but is reported better and is expected to return to business this week. Oak and poplar are selling fairly well at his yard.

O. E. Yeager visited his mill in Kentucky after his recent trip to Chicago, where he attended a directors' meeting of the National association. Mr. Yeager's son, Arthur, is recovering slowly from his late illness.

G. Elias & Bro. are operating their door mill with the usual good results and the box business is a good second. A fair amount of business is being done by the yard in spite of inventory season.

J. N. Scatchord has spent some time at his old home farm in Canada lately. The office reports that logs are running very short at the Memphis mill, some of which will have to shut down soon unless the supply is better.

A. Miller is putting in a good lot of maple, chestnut and oak lumber from the South and is in the market for everything, as he has a good assortment and has given up winter inventories, finding July much more suitable.

The Hardwood Exchange did not meet last week, but gave way to the general exchange, which held a short session on routine affairs. There is very little business of account before either exchange nowadays.

PHILADELPHIA

Spring Brook [illegible] plicate the [illegible] ber at Dimeling, Clearfield county, Pa.

A fire on December 9 burned out the two-story brick cigar box factory of F. Brecht, 111 N. Orianna street, causing a loss of $10,000.

Samuel G. Simmons, a lumber merchant, died at Wilmington, Del., on December 16, aged sixty-eight years.

The Motor Truck Company of Wilmington, Del., obtained a charter under Delaware laws December 14. Its capital stock is $300,000.

The Spayd Furniture Company of Philadelphia [illegible] stock of $20,000.

[illegible] Manufacturing Company, [illegible] incorporated on December 14, under New Jersey [illegible]

The Great Eastern Lumber Company, Wilmington, Del., was incorporated December 15, with a capital stock of $4,400,000.

The National Lumber Securities Company, Wilmington, Del., was granted a charter December 15, under Delaware Laws. It has a [illegible] $1,000,000.

PITTSBURG

The Colonial Lumber Company, which has been doing business in the House building for two years, has been closed by order of the court. A. M. Fuller, with offices in the Frick building, has been named as receiver.

The J. C. Donges Lumber Company recently placed some nice hardwood stock with the Michigan furniture manufacturers. This company reports an excellent demand for good birch, ash and hickory with prices advancing.

The Linehan Lumber Company announces a better trade for the last two months, as well as a better spirit among hardwood users. Its reports from the East and the factories throughout the middle states indicate a better trade for next year.

The Palmer & Semans Lumber Company is making a strong average this year due to the energetic efforts of Sales Manager I. F. Balsley in getting his force organized and his connections well worked up.

The McDonald Lumber Company has been getting some very nice trade in the East the past few weeks. Its hardwood business is growing steadily, and President Robert McDonald believes that the coming year will show a considerable improvement in general business.

A. M. Kinney reports business enough to keep his mills running all the time. Railroad inquiries for ties and poles are more encouraging and better prices are being received.

[illegible] Pa., is increasing its capacity by installing some expensive machinery in its power plant, one of the additions being a 450 horsepower engine.

The Pennsylvania Lumber Company has started an innovation in Greater Pittsburg by carrying [illegible] hickory at its North Side yards. Its sales recently have justified the wisdom of this course and its trade with the furniture, wagon and carriage manufacturers as well as with the planing mills in Tri-State territory is increasing steadily and rapidly under the direction of Manager William Hunter.

The Pittsburg District gets another big plant by the recent incorporation of the United States Engineering & Manufacturing Company with a capital stock of $1,000,000. The company has bought a site at Tarentum and will build a plant at once to employ 300 men and to manufacture basin faucets, automobile wheels, rock drills, nut locks, etc.

BOSTON

The Providence Box & Lumber Company of Providence, R. I., is building a new plant, which when completed will be modern in every way. The main building will be 80x200 feet. This will have one wing, 40x40 feet, and a power house attached, 32x67 feet.

Charles C. Travis, doing business as the Travis Moulding Company, Boston, has assigned about two hundred shares in the Lord-Travis Company to Gardner I. Jones of the Jones Hardwood Company of Boston.

Charles E. Batchelder, treasurer of the Boston Lumber Company, recently delivered a lec-

talk to Brown University students in the Union at Providence, R. I., his subject being, "Business Opportunities for College Men."

For the first eleven months of 1910 the building contracts awarded in New England amounted to $149,715,000, showing a falling off from those during the corresponding period a year ago of over $1,500,000. The first half of the year showed a gain over the corresponding six months of 1909.

The George Lawley & Son Corporation, one of the oldest and best-known yacht building concerns on the Atlantic coast, has secured new quarters on the Neponset river close to Dorchester Bay. The yards of this company have been in South Boston for many years, and some of the most expensive yachts afloat were constructed by this firm.

BALTIMORE

The large frame factory of the Baltimore Hub, Wheel & Manufacturing Company, at Washington street and the Baltimore & Ohio Railroad, was burned December 18. The loss is estimated at $25,000, covered by insurance.

Charles F. Steiner, manufacturer of mantels at Highlandtown, an eastern suburb, and associates plan the erection of a factory on Monument and Eleventh streets, in the vicinity of the mantel works, of a plant for constructing mantels and automobiles. The new building is to front 160 feet on Monument street and have a depth of 80 feet. It is to be of concrete and brick. The latest machinery for the purposes intended is to be installed, and the company is to be known as the Charles J. F. Steiner Mantel Company.

The reports sent out from New York concerning the success of the efforts made to have the railroads rescind the order, increasing the minimum weight of a car of lumber from 34,000 to 40,000, in which reports the entire credit is given to the National Wholesale Lumber Dealers' Association, are mildly excepted by members of the National Lumber Exporters' Association, who feel that their organization had a hand in the matter and did as much as any other to bring about the return to the old weight. As soon as the order had been issued increasing the minimum weight, attention was called to the probable effect by Secretary J. McD. Price, of the National Lumber Exporters' Association, who had given the matter much thought.

He also communicated with other organizations and started an agitation, which soon brought the railroads around. It is felt here that the National Lumber Exporters' Association, though numerically not large, should not be overlooked when credit is given for the work done to have the objectionable order repealed.

Peter Thomas Barrow, for many years head of the Barrow Lumber & Furniture Manufacturing Company of Danville, Va., died there on December 15. He was sixty-four years old and had been in failing health for some time.

The annual meeting of the Baltimore Lumber Exchange on the evening of December 5 was more largely attended than any similar event in years, covers being laid for nearly one hundred persons. Mayor Mahool and other city officials delivered addresses, paying tribute to the importance of the lumber trade and inviting cooperation in the efforts to make of Baltimore a greater city. Of special interest was also the report of President John L. Alcock, who submitted figures regarding the lumber exports, and gave an estimate of the aggregate of the business done here.

The Baltimore branch of the Concatenated Order of Hoo-Hoo, at a concatenation held December 17 at the Merchants' Club, initiated seven candidates into the mysteries of sessions on the roof and other occult observances. A banquet followed, enabling the kittens to recover from the strenuousness of the walk. W. M. Stephenson of St. Paul and J. H. Sheip of Philadelphia were the invited guests who made addresses. The question of whether the Hoo-Hoo should hold the next annual concatenation in Milwaukee or spend the week on a lake steamer came up for consideration, and was decided in favor of the latter, insofar as the members in this city are concerned.

COLUMBUS

The forthcoming report of City Building Inspector White for the year 1910 will show not only that each month of the year was marked by an increase over the previous month in the value of building permits issued but also that the city of Columbus will have a greater percentage of increase in valuation over the previous year than any other of the recognized cities of the country. With the month of December estimated, the report shows that the gain in Columbus was 31 per cent over the previous year, which is something unusual in the line of building permits.

The Seneca Lumber Company of Tiffin, O., was incorporated with a capital of $10,000 to do a retail lumber business. The incorporators were Otto L. Gillig, Miles C. Barger, Michael W. Reinhart, Calvin D. Spittler and George Gillig.

John R. Gobey, of the John R. Gobey Lumber Company, returned December 17 from a week's trip through several southern states. He reports that orders at the mills are good and that the indications point to a sharp advance in the near future.

M. A. Hayward, of M. A. Hayward & Sons, has recovered from an operation which he underwent at a hospital at Rochester, Minn. He is expected to arrive home shortly after Christmas, stopping at Detroit and Cleveland on the way.

F. B. Pryor, manager of the Chicago office of the W. M. Ritter Lumber Company, was at the Columbus office of the company recently for the usual monthly conference of the sales managers. H. W. Collins of the Philadelphia office was unable to be in attendance.

CINCINNATI

Hardwood lumbermen were a noticeable feature of the annual banquet and election of the Cincinnati Furniture Exchange, held in the banquet hall of the Gibson House. A number of the leading firms and corporations in the hardwood trade were represented. The Cincinnati Furniture Exchange is the oldest manufacturers' organization in Cincinnati, having been in continuous existence for thirty-nine years, and is composed of the bone and sinew of the furniture manufacturing industry. A number of the men who were charter members of the exchange were present, some of whom are still actively in the business. John Hoffeld was re-elected president and several addresses were made. Judge Woodmansee of the Common Pleas court and John Sherrer, president of the Ohio Mechanics' Institute, delivered addresses.

The W. E. Heyser Lumber Company is now an active member of the Cincinnati hardwood market. The company has secured a suite of offices at 827-829 Union Trust building, furnished with high-grade mahogany desks and appliances to match the finish of the rooms. W. E. Heyser, the well-known buyer of wide poplar for the Buick and other automobile companies, and former partner of J. H. P. Smith in the Hardwood Lumber Company, is the head of the new concern, which is capitalized at $100,000, all paid in. The other members of the company are Ben Bramlage, well known as the head of the Farmers & Traders bank of Covington, Ky, and W. C. Thompson, secretary, recently associated with the Kentucky Lumber Company of this city. Mr. Heyser was for some years connected with T. B. Stone in the lumber business in this city, and also organized and operated the Stone & Heyser Lumber Company of Memphis, Tenn.

The American Timber & Coal Company was incorporated at Columbus, Ohio, the past week, with a nominal capitalization of $50,000. It is understood by the stockholders of the company that this capitalization will shortly be increased to $5,000,000. The company organized December 17, by electing the following officers: Edward C. Buck, president; G. W. Platt, vice-president and counsel; William Durham, secretary; Dr. Thomas M. Stewart, treasurer; George H. Black, general manager. The purpose of the new company is to purchase land and develop its natural resources. It already controls large tracts in Ohio, Kentucky and Tennessee, and options are said to be held on others. William Durham, the secretary, is well known as an expert timber scout in Tennessee and Kentucky as well as Ohio.

Cliff S. Walker, president of the Bayou Land & Lumber Company, returned December 14 from Louisiana, where he had been attending the organization of the directors of the Tensas River Lumber Company, of which he is the vice-president. He says that S. A. Conn, general manager of the company, reported that the work on the new mill site was progressing finely, and that the plant was in good shape to receive the machinery which is now on the way. Mr. Walker is jubilant over the prospects of the new company, which is expected to be actively in the field within the early months of the new year.

The Hardwood Lumber Company, with J. H. P. Smith as president, has reorganized, and will continue the business at the old stand in the Union Trust building.

Mowbray & Robinson have started operations at their new $30,000 mill plant near Jackson, Ky., where they have secured about 60,000,000 feet of choice white oak, which will be logged, manufactured and put on the market at once.

M. R. Short, who operated an office in the Mercantile Library building as the Short Lumber Company, and H. A. Hollowell, who had offices in the same building, have formed a new company, and incorporated as the Short-Hollowell Lumber Company of Concinnati, with a capital stock of $20,000. The incorporators are Melin R. Short, H. A. Hollowell, Stuart McDougall, John Galvin and W. A. Geohegan. Messrs. Short and Hollowell are both well-known members of the Lumbermen's Club of Cincinnati, and need no introduction to the trade.

W. E. Delaney of the Kentucky Lumber Company, is a candidate for the title of "the busiest man." He is as hard to find as the elusive flea. He apparently has the faculty of being everywhere at one and the same time, but one usually arrives at a place "just as he has left."

Alfred Shiels, son of Charles F. Shiels, and Miss Beatrice Luth, daughter of Theodore Luth, of the well-known carriage manufacturing company of Ratterman & Luth, were recently wedded, surprising their many friends. The RECORD extends its heartiest congratulations to the happy couple.

Burglars broke into the office of the Edwards Lumber Company Sunday night, and made an unsuccessful attempt to "crack" the safe. They broke the knob off the steel door and carried that off. They did not touch anything else in the office.

The completion of the big dam at Fern Bank was announced by the United States engineers recently. The only work now remaining is to clear the river of the coffer dam and obstructions. The engineers say this will be completed by January 1, 1911. The business organizations of Cincinnati will celebrate the inauguration of the dam by great doings as soon as the stage of water is down to a lower level.

CHARLESTON

Owing to the number of rush orders ahead, the mills of this section will close down but a few days for the holiday season. There has been an increased demand for lumber of various kinds and the local dealers expect an advance in prices immediately after the first of the year, especially in oak and maple. According to Manager George E. Breece of the West Virginia Timber Company, the demand for hard maple is greater than ever before. Oak is also strong and the demand for ties and railroad lumber is better.

J. W. Jayne, auditor for the West Virginia Timber Company, has gone to Baskin, La., to audit the books of his company at their plant there.

Walter Quick of Ritchey, Halsted & Quick made a tour of the mills near here last week.

Fred J. Stone of Detroit called on the local trade last week.

William C. Bond of Thomas, W. Va., was here this week on his way to Pocahontas county, where he has large timber holdings.

Reports from the mills of the Tygart Valley Lumber Company at Jennington, W. Va., the Babcock Lumber & Boom Company at Davis, W. Va., and the Otter Creek Boom & Lumber Company at Hambleton, W. Va., state that all are running full time, with an ample supply of orders ahead.

C. Crane & Co. will soon have their equipment completed on Coal river for the shipment of logs to their Cincinnati plant, a distance of 200 miles.

A. W. Cook of Cooksburg, Pa., has about completed his double band mill at Bond, Md., and will soon be ready to manufacture lumber, according to N. U. Bond of Oakland, Md., formerly of Dubois & Bond Brothers, who were the founders of the town of Bond. Mr. Cook owns a tract of 8,000 acres there, principally oak, and some months ago purchased the town of Bond and the Savage River Railroad from Dubois & Bond Brothers. N. U. Bond has purchased the stock and lumber of his old firm at Bond and will continue to operate a portable mill there. At Thomas, W. Va., where William C. Bond and N. U. Bond have been operating together, the former has purchased the holdings of the latter and is operating under his own name.

At Rainelle, Greenbrier county, West Virginia, the Meadow River Lumber Company, under the management of Thomas W. Raine, has completed a triple band mill and two of the saws are now working. The mill has a capacity of 150,000 feet every ten hours.

Announcement has been made that the Hall Lumber & Tie Company has purchased 5,000 acres of timber lying on Bell creek in Clay and Nicholas counties, West Virginia, from John W. Long of Toledo, O. The timber is principally oak and poplar and the purchaser has three years to remove it. Several small mills will be set up to cut the lumber.

H. H. Roberts, representing the K. & P. Lumber Company of Cincinnati, was here on business last week.

Charles Abbott, representing the Atlantic Lumber Company of Boston, Mass., and Buffalo, N. Y., called on the local trade the past week.

C. W. Seamon of the Domestic Lumber Company of Columbus, O., was here Saturday.

INDIANAPOLIS

T. F. Vaughn, manager of the Wabash Cabinet Company, Wabash, has been elected president of the newly organized Wabash Exchange.

W. F. Johnson of the W. F. Johnson Lumber Company will be a delegate to the special meeting of the American Lumber Trades Congress at St. Louis.

J. E. Brantley of the Great Southern Lumber Company accompanied by Julius W. Pinnell and daughter and Mr. and Mrs. Bob Tompkins of Rushville, have gone to Bogalusa, La., for ten days.

The Union Trust Company has been appointed receiver for the Parry Automobile Company. Creditors may organize a holding company to operate the plant until it is out of debt.

A new company at Gary is the United States Lumber Company, for which articles of incorporation showing an authorized capitalization of $50,000 have been filed with the secretary of state in this city. Those interested are M. W. Loeb, George Mayer and S. E. Loeb.

The Marion Trust Company has been appointed receiver for the Bacon Lumber Company in this city, on a petition filed by William G. Watson, formerly bookkeeper and salesman for the company.

The Interstate Car Company suffered a loss of about $5,000 by fire on December 10. The loss was fully covered by insurance and the plant will be rebuilt immediately.

EVANSVILLE

An especially good meeting of the Evansville Lumbermen's Club was held in the private dining room of the St. George Hotel on the night of December 15. The meeting was the most enthusiastic ever held, about fifty taking seats at the tables. An invitation had been extended the bankers of the city to be with the club on that evening and every bank was represented. The president of the club, O. W. McCowen of Thompson, Thayer & McCowen, introduced the toastmaster of the evening, W. W. Halloran, president of the Federal Stave & Lumber Company. Talks were made by Henry Reis, president of the Old State National bank; J. C. Johnson, vice-president of the Citizens National bank, and Benjamin Bosse, president of the West Side bank and at the head of the "Big Six" furniture factories of this city. John R. Walker of the Lumbermen's Bureau of Washington, D. C., was present and made a talk. Other speakers were George A. Cunningham, attorney and banker, and State Senator-Elect W. B. Carleton. One of the matters brought up for discussion was the proposal to build a large office and club building in the central part of the city where the club could have a permanent home and which could be used as a meeting place for various commercial organizations of the city. Regret was expressed at the illness of Secretary George O. Worland, who has been ill for several days. The next meeting of the club will be held January 10.

The O. Grimwood Company, who formerly operated at Owensville, has taken over the plant of the Henry Maley Lumber Company of this city, located at Green River road and the Illinois Central railroad tracks. The latter company owns and operates a large band mill at Yazoo City, Miss.

Frank L. Donnell, sales manager for Young & Cutsinger, with headquarters in Indianapolis, was in the city recently. Mr. Donnell is very optimistic about business for the coming year.

Herbert F. Sumner of Hamilton H. Salmon & Co., the well known New York house, was in the city last week.

Richard Broadwell, local manager for the Fullerton-Powell Hardwood Lumber Company, says business is good.

MEMPHIS

The production of hardwood lumber in this territory has continued on as liberal a scale as possible during the past fortnight. There have been some instances where it was impossible to run because of a lack of timber supply or because of the necessary repairs and improvements, but every mill that could run has operated on full time. It is the consensus of opinion that there is no excess of hardwood lumber of any kind in the Memphis territory and it is because of this knowledge as well as because of the expectation of a better demand, that wholesale and manufacturing interests face the future with so much confidence.

John T. Walsh of Pittsburg, Pa., has written to the Merchants' Exchange here for information regarding Memphis [illegible] the big automobile truck manufacturing business conducted by him. If the industry is secured for Memphis it will mean the investment of about $500,000 and the employment of about 175 skilled workmen.

J. H. Fry of Atkins, Ark., has perfected arrangements with J. H. McClendon of England, Ark., by which the latter is to take charge of the sawmills of the former and cut all the hardwood timber on the Fry lands in Pope county. It is estimated that there are fully 3,000,000 feet involved in this transaction.

Lumbermen of this city have been following with a great deal of interest the hearing before the Interstate Commerce Commission at New Orleans in the so-called tap line case. It is felt by them that, if the trunk lines are successful in defeating the tap lines on the division of rates heretofore maintained, it will impose a serious handicap upon lumber shippers here as well as elsewhere throughout the South. Some of the lumber manufacturers here have their own roads and these will come under the ruling of the Commission in this matter. There are also a large number of small roads which have been developed throughout the Memphis territory primarily for the purpose of affording facilities for reaching timber lands and these will be very hard hit if the Commission should uphold the contention of the trunk lines. F. E. Stonebraker, president of the Crittenden Railway Company, and James R. Blair, of the Crittenden Lumber Company, were among the Memphis lumbermen who testified before the Commission.

The N. Butler Haynes Company of Memphis, which owns about 200 acres of timber land in Yazoo and Sunflower counties in Mississippi, has ordered a band mill put in, which will be used to cut the timber on these lands. The company has its headquarters at Memphis but is operating plants outside of this city.

The White Oak Land & Timber Company, Newport, Ark., has been incorporated. The capital stock is $9,600, while the incorporators are Thomas J. Gregg, Charles Henry and George R. Hayes.

E. D. Walker of John M. Wood & Co., Boston, Mass., has been spending some time in Memphis recently looking after the establishment of the yards of the firm at this point. He says that everything is beginning to move along smoothly and that within the past few days the company has finished the office building to be used here. Mr. Nellis is looking after the interests of the company at this point.

James F. McIntyre of Pine Bluff, Ark., attended the last meeting of the Lumbermen's Club. Mr. McIntyre is an old Memphian who is now established at Pine Bluff, Ark., where he is operating a large mill.

O. M. Krebs of the McLean Hardwood Lumber Company is authority for the statement that the big mill in New South Memphis has been kept in steady operation and that, while there has been a slight lull during the past two weeks, the shipments of the firm for the past six months, taken as a whole, have been showing a handsome increase over the same period last year and the year before. This firm makes a specialty of the manufacture of [illegible]

A. G. Fritchey of the Lamb-Fish Lumber Company, Charleston, Miss., was a recent visitor in Memphis. He is another gentleman who gives a very satisfactory account of lumber conditions in his territory, asserting that sales have been large and that the amount of dry stock is by no means burdensome.

W. A. Ransom of Nashville, Tenn., has been [illegible]

[illegible] W. A. and C. R. Ralston and J. Gayos Lee, of that city.

NASHVILLE

The next session of the Nashville Lumbermen's Club, to be held at the Board of Trade rooms on the night of December 27, promises to be a most important one. Among other features [illegible] the consideration will be the selection from Memphis to Bristol and the Pan American exposition site. Arthur B. Ransom is president of the club.

George H. Cheeley, a well-known Nashville lumberman, has embarked in the wholesale lumber business on his own account. He has secured the former site of Lytle & Ralston along the river front, they having moved their yards to Guntersville, Ala., where their mill is located. Mr. Cheeley was formerly with the Prewitt-Spurr Manufacturing Company, and later with the Cincinnati office of the Conosauga Lumber Company.

J. E. Isbell, now of Russellville, Ala., and formerly of Nashville, and William Bruer of Springfield, Mo., are looking about in Nashville with a view of opening up a cedar yard on the East Side.

The steamer Robert Rhea on her last trip down the Cumberland brought in a big cargo, a feature of which was 30,000 feet of lumber and 200 bales of staves.

Among the charters recently issued by the Secretary of State was one to the Baxter Lumber Company of Putnam county, with a capital stock of $10,000. The incorporators are: J. B. Ferguson, D. C. Gossage, Horace Jared and O. R. Ferguson.

The Pittsburg Lumber Company of Pittsburg, Pa., is making plans for the erection of a large band mill at Pittsburg, Tenn., with a daily capacity of 70,000 feet. The plant will cost about $50,000. Machinery will be installed in February.

The Davidson, Hicks & Greene Company is getting out about 70,000 feet of lumber daily on its holdings in Fentress county. A fifteen mile railroad has been built through the tract, connecting with the Tennessee Central Railroad.

BRISTOL

Paul W. Fleck of Fleck & Dunwoody, Philadelphia, formerly head of the Paul W. Fleck Lumber Company, of this city, was a visitor in Bristol several days last week and reports the business outlook in Philadelphia as good.

Announcement was made last week that the controlling interest in the Pigeon River Lumber Company and the Tennessee & North Carolina Railroad, has passed from a syndicate headed by C. I. James of Baltimore, and J. D. Lacey of Chicago, to William Whitmer of William Whitmer & Sons of Philadelphia and associates. The deal involves a large mill at Cremont, Tenn., and a tract of more than 55,000 acres of hardwood timber in east Tennessee and western North Carolina.

The Nelson Lumber Company of Johnson City, headed by Dr. L. H. Aldrich, has closed a deal for a large tract of timber in North Carolina, which it will develop. The company has been operating in western North Carolina for several years.

The American Wagon Oak Plank Association, of which J. A. Wilkinson of Bristol is vice-president, will shortly hold a meeting to accept the work of the recent commission that went abroad to arrange for the standardization of inspection rules for wagon oak plank exported from this country to the principal importing points of Europe.

R. G. Rogers of the Tennessee Lumber Manufacturing Company of Pottsville, Pa., with mills at Sutherland, Tenn., was in the city last week buying supplies.

W. S. Whiting of the Whiting Lumber Company, was a visitor in the city last week. Mr. Whiting's company has greatly increased its timber holdings in the past year and is now doing business on a much larger scale. A double band mill, just completed, is being started on the big tract of timber owned by the company in western North Carolina. The company will devote much attention to the manufacture of hardwood flooring.

John T. Dixon of the John T. Dixon Lumber Company, of Elizabethton, Tenn., whose company has made a splendid year's record, was here this week on business.

LOUISVILLE

Attendance has been excellent at recent meetings of the Louisville Hardwood Club, and the members of the organization are entering into the winter's work with a vim. Among the committees which have important projects in hand are the Transportation Committee of which E. B. Norman is chairman, and the Membership Committee, headed by Edward L. Davis.

There has been some complaint in local lumber circles of late on account of a car shortage which has developed at some mill points. While cars have been more or less difficult to get here, at the mills the trouble is emphasized, and shipments have been delayed on this account.

The Louisville Commercial Club has abandoned its plan of establishing a traffic bureau, in which lumbermen were considerably interested. The Hardwood Club has in view what may prove to be a better idea, the establishment of a traffic bureau to handle problems presented by the lumber and consuming trades in this city. Several of the latter class have already signified their willingness to lend financial support to the movement.

In the same direction is the move of the Louisville Transportation Club, which has suggested that a central bureau, composed of representatives of all the business organizations of the city, including the lumbermen, be formed, and that this handle general matters of interest to business men, including such matters as traffic, taxation, etc. It is likely that the details of the plan will be worked out shortly.

The Y. M. C. A. has closed a most successful campaign for a new building. It had been intended to raise $350,000, but nearly $400,000 was subscribed. Besides being among the large givers, local lumbermen got out and hustled for subscriptions. Among the most active were S. E. Booker of E. B. Norman & Co., and Edward L. Davis and Claude M. Sears of the Edward L. Davis Lumber Company. C. C. Mengel, Jr., was captain of a members' team which did good work. C. C. Mengel subscribed $3,000 to the fund.

The selection of New Orleans as the place for holding the Panama Exposition, which has been proposed for 1915, was discussed at a recent meeting of the Hardwood Club, and resolutions were passed stating that the club regards New Orleans as the logical point for the exposition and endorses that city as the proper location for the exhibition.

Claude M. Sears of the Edward L. Davis Lumber Company has returned from a successful trip through the Middle West. Mr. Sears reported things picking up considerably.

D. C. Harris, traffic manager of the C. C. Mengel & Brother Company, will leave after January 1 for Belize, British Honduras, where he will remain for a month, looking into the company's logging operations in that section.

The engagement of Miss Mary Anderson Kelly and Charles C. Mengel, Jr., has been announced. The wedding will take place early in the spring. Mr. Mengel is a lumberman, like his father, and is popular with the members of the trade.

T. M. and J. G. Brown of the W. P. Brown & Sons Company have gone to Indianapolis, where they will eat their Christmas turkey at the home of their parents.

R. F. Smith of the Ohio River Saw Mill Company has been having great luck with his gun and dog and has bagged many quails in southern Indiana fields. He was ill for several days, but recovered sufficiently to get busy hunting before the season was over.

An unusually good local trade has been experienced lately by the Louisville Point Lumber Company, President Edward Shippen reported, and the outlook for next year he regards as decidedly above the average.

W. A. McLean of the Wood-Mosaic Company of New Albany has returned from a trip to Canada, where his aim proved to be good enough to bring down several deer. A recent dinner at the Pendennis Club gave an opportunity for some of his Louisville friends to fill up on venison steaks.

The Falmouth Planing Mill & Lumber Company has changed hands, Bolender Brothers of Cleves, O., becoming the owners. They intend to equip a sawmill and to manufacture hardwood lumber on a large scale.

Ohio river improvement got a big boost from the War Department, which has recommended appropriations of magnitude to the Congress. The Ohio comes in for $2,000,000, and as the project has the support of the president, it is assumed that the appropriation will be acted on favorably. An interesting evidence of the fact that river transportation is coming into its own is given by the effort being made by the Louisville & Nashville to secure municipal permission to enlarge its yards on the river front at a cost of $100,000. It has made formal application to the board of public works of Louisville.

The Green Rock Lumber Company has incorporated at Catlettsburg with $4,500 capital stock and will do a sawmill business in Johnson county. Those interested are J. R. Clark, John Gilbert, Walter Blankenship and J. C. Burns.

F. E. Perkins of the Jamestown (N. Y.) Table Company was in Louisville recently and attended a meeting of the Hardwood Club. He reported business with the furniture manufacturers improving.

A new levee is being built at Hickman, Ky. It will protect the lumber plants of that city, which are large, from the overflow of the Mississippi, which is almost an annual occurrence. The cost of the levee is $10,000.

The Ford Lumber Company has incorporated at Ford, Ky., with a capital stock of $50,000. Officers of the company are R. L. Thomas, president; T. E. Moore, Jr., vice-president; E. S. Jouett, secretary, and B. R. Jouett, treasurer.

The Turner, Day & Woolworth Handle Company, local handle manufacturers, has established another plant at Princeton, Ky. It has installed machinery costing $5,000.

ST. LOUIS

The J. S. Vaughn Lumber Company is comfortably located in its new office on Angelica street, and reports a most satisfactory business.

After quite an extended business trip, R. F. Krebs, of the Krebs-Scheve Lumber Company, has returned to the city. He was very successful on his trip and some good sized orders at satisfactory prices were booked.

A seasonable volume of business is reported by the Chas. F. Luehrmann Hardwood Lumber Company. The trade was particularly good on gum. Thomas W. Fry says the company is making a specialty of this class of hardwood lumber and is meeting with good success. The call for other items of lumber on the hardwood list has also been quite good.

C. F. Querl has bought out the interest of the late A. H. Schnelle in the Schnelle & Querl Lumber Company. A. H. Schnelle, Jr., is no longer connected with this company, but is now located at the office of the Beckers-Schnelle Lumber Company, of which he is the secretary.

The capital stock of the Selah Mason Lumber Company has been increased to $100,000.

The hardwood department of the Milne Lumber Company is having a fairly good trade. Considering the time of the year its business is as good as it could expect.

NEW ORLEANS

L. Hayman, manager of the Hugo Forchheimer interests, has returned from a trip to points in Texas and Louisiana.

B. D. Stevens, the designing expert of the Berlin Machine Works, of Beloit, Wis., passed through New Orleans recently on his way from San Francisco.

James D. Lacey, the timberland dealer of New Orleans, Chicago, and Seattle, arrived in New Orleans recently after an extended western trip. He will spend the remainder of the winter in New Orleans.

E. R. Edgewater, of the Holt & Bugbee Company, dealers of Boston, was a visitor to New Orleans recently, and made several trips to the mills in this vicinity.

Langhoff Brothers Company of New Orleans was recently incorporated with a capital stock of $50,000.

V. W. V. Hedgepath and others of Scranton, Pa., purchased the Westdale property in Coushatta parish, consisting of 4,000 acres of timberland. They will establish a hardwood mill and cut the timber.

MILWAUKEE

David Gosham, who for several years has operated a sawmill at Cobban, Wis., is removing his plant to Chippewa Falls, where he will add a large amount of new equipment, recently purchased at St. Paul.

Practically all of the machinery for the new United States experimental pulp station at Wausau, Wis., is now in place and it has been announced that the entire plant will be ready to commence operations by the first of the new year.

Preparations are being made by the Alexander Stewart Lumber Company, Wausau, Wis., to equip its large planing mill with electric power. Individual motors will be used for each machine. The mill was formerly operated with water power.

The Sawyer-Goodman Company, Marinette, Wis., has placed a night shift at work in its No. 1 mill and announces that it will continue with two crews during the entire year. The No. 2 mill is being operated as usual.

An enthusiastic meeting of Hoo-Hoo was held recently at Wausau, Wis., when a large class was initiated. This was the first of a series of meetings which is being promoted by R. S. Kellogg, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, who was recently appointed vicegerent snark of the northern district of the state.

The Sheboygan Fruit Box Company, Sheboygan, Wis., has recently completed the erection of a large addition to its plant. The new part is three stories in height and 50x98 feet in dimensions. Plans are now being made for other additions to be erected next summer. The company recently increased its capital stock from $15,000 to $40,000.

The J. H. Worden Lumber & Shingle Company of Antigo, Wis., has filed an amendment to its articles of incorporation and in the future will be known as the Dick Lumber Company of Appleton. E. A. Edmonds of Appleton is now at the head of the concern.

The plant of the Western Parlor Frame Company at Plymouth, Wis., was entirely destroyed by fire recently, causing a loss of nearly $25,000. Insurance was carried to the extent of $15,000. The plant will probably be rebuilt.

The planing mill of the Pelican River Lumber Company at Rhinelander, Wis., has been shut down for the season. This company's sawmill has not been operated steadily during the season, owing to the fact that it was impossible to secure logs on account of the low condition of the water in the Pelican river. It is estimated that there are at present more than 2,000,000 feet of logs ready to be floated down the river. It is planned to cut 1,500,000 feet this season.

Articles of incorporation have been filed by the C. J. Thies Lumber Company of Pepin, Wis. The company is capitalized at $40,000, with C. J. Thies, J. H. Thies, and G. H. Olson as the incorporators.

James Huff Stout, president of the Stout Lumber Company, the Thornton & Alexander Railroad of Arkansas, the First National Bank and the Wisconsin Milling Company of Menomonie died recently at his home in Menomonie, Wis., aged sixty-two years.

SAGINAW VALLEY

The Campbell-Brown Lumber Company's mill at Bay City is being overhauled and repairs made. It has been operating day and night during the season, and has cut out a number of million feet for Ross & Wentworth.

The mills of Bliss & Van Auken of Saginaw, W. D. Young & Co., Knapp & Scott, the Richardson Lumber Company, the Campbell-Brown Lumber Company, the Kneeland-Bigelow Company and Kneeland, Buell & Bigelow Company of Bay City will be operated during the winter.

The Richardson Lumber Company is operating five camps which are stocking its mills at Bay City and Alpena. The mill here cuts about 20,000,000 feet and runs the entire year.

The double-band sawmill of H. M. Loud's Sons Company at Au Sable is shut down for repairs. The company has shipped out a large quantity of maple and other hardwood timber by water, and is now shipping out ash basswood and maple by rail.

The plant of the Batchelor Timber Company at Gaylord has resumed operations with a force of fifty men. It cuts about 4,000,000 feet of hardwood during the season.

The plant of the Batchelor Timber Company of Saginaw, located at West Branch, has had a steady run. It has cut a large quantity of maple for the Strable Manufacturing Company, which goes into flooring.

W. D. Young & Co.'s large plant at Bay City is handling about 30,000,000 feet of hardwood stock this year. The timber comes from around Vanderbilt on the Mackinaw division of the Michigan Central.

The Nelson Lumber Company has nearly finished a new hardwood mill at Nelson Siding, near Cheboygan, which will be in operation early in January.

The Briggs & Cooper Company, Ltd., Saginaw, has experienced a good season, handling a good many million feet of Michigan hardwood lumber, as well as quantities of southern timber.

DETROIT

The Braun Lumber Company, 3152-72 Woodward avenue, is sending out pretty postal cards as compliments of the holiday season.

John C. Lodge, secretary of the Dwight Lumber Company, has been appointed general manager of the Akron, Ohio, Water Company, but will continue as secretary of the Dwight company. He will also retain his position as alderman in the first ward of Detroit.

The suit of Frank M. Fletcher and several other lumbermen against the Detroit & Mackinaw Railroad, charging rate discrimination, comes up for hearing before Judge Murfin in the circuit court in this city next week.

In the lumber bowling league the team representing the hardwood firm of E. W. Leech shows considerable improvement and, although still occupying last position in the race, has been making the other teams work.

Detroit now has fifty-four lumber yards, controlled by thirty-five different firms and individuals, and doing an annual business approximating $25,000,000.

Favorable trade conditions are reported by the Reeves & McBean Lumber Company, manufacturers and wholesalers. This company makes a specialty of hardwoods and is optimistic as to market conditions.

GRAND RAPIDS

The name of the Van Keulen & Wilkinson Lumber Company will be changed January 1 to the Van Keulen & Winchester Lumber Company. Walter C. Winchester, the well-known lumberman and the former vice-president of the company, has been made president, and N. J. G. Van Keulen continues as secretary, treasurer and manager.

L. DeWest Murrelle, representing the Steele & Hibbard Lumber Company, St. Louis, and F. E. Lemma, of the F. E. Lemma Lumber Company, St. Paul, were among recent callers on the local trade.

"Our cutover hardwood and hemlock lands in Osceola county are selling almost as fast as we can remove the timber," says A. L. Dennis, of the Dennis Bros. Salt & Lumber Company. "Our lumber cut this season will be about 18,000,000 feet."

Smith & Hull Company of Traverse City, who bought the Loomis tract of hardwood lying about four miles south of Ludington, has started cutting the timber. The tract covers eleven forties and is the largest virgin piece of woods left in that section. This winter's cut has been purchased by the Stearns Salt & Lumber Company and the logs will be delivered to the mill at Ludington by teams.

A change has been made in the management of the Vilas County Lumber Company, W. S. Winegar having succeeded John E. Foster in this position.

Reed City rejoices over the prospects that the veneer plant is to be rebuilt. The town also has other industries in sight, including a maple flooring plant, a chair factory and sawmill.

A. F. Anderson will close down his band mill at South Boardman after this winter, having completed his timber cut in that section. He recently bought a tract of hardwood timber in the West [illegible] and will move [illegible] to Reed City [illegible].

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

The closing weeks of 1910 have been marked by the usual letting up of business that characterizes [illegible] has been accelerated by the unusual conditions prevailing for some time back. Buyers in all lines seem to have been marking time on general principles, and in addition, the taking of inventory has been a legitimate excuse for shutting [illegible]

fected by the local trade, but large orders are placed only at wide intervals. The usual rush conditions accompany most bills placed, and the buying trade shows every indication of having worked up practically all stock on hand. Just now buyers and sellers are resting on their oars; they seem to be waiting to see which way the cat jumps. The local trade has, as a general thing, confined itself to local business, very few Chicago lumbermen having been out of the city on business. There has also been a remarkable scarcity of visiting lumbermen from mill points trying to dispose of their stock in the Chicago market. Some consider present conditions to indicate merely that business is marking time preparatory to stepping out in full stride after the first of the year, while some of the more unfortunate of the trade claim that as far as they can see, it isn't even marking time but has come to a full stop. However, the bulk of the trade is maintaining a cheerful and hopeful front, and it surely seems as though their hopes should be realized after the first of the year, when every legitimate excuse for curtailing purchases on the part of consumers has been eliminated. Undoubtedly a considerable amount of lumber will be bought in Chicago during January. It is well known that remanufacturers haven't much lumber to turn into their finished product and that as soon as new business is received they will begin to want lumber and want it in a hurry. Therefore it is reasonably safe to look for an improved condition soon which, even if it does slump in the course of time, will leave the market in a healthier state than it is now.

Here's hoping.

NEW YORK

The hardwood market at New York shows an ordinary run of business in retail channels, but the wholesale market is not what it ought to be. Buying is still largely confined to the hand-to-mouth basis and stocks, as a rule, in the hands of the yards seem ample for current requirements, but they are not as complete as usual at this time of the year. The local manufacturing trade, such as piano, furniture, trim and wood workers, are purchasing in small quantities. Indications are that, while there will be considerable of this desultory buying throughout the winter, there will not be any mill activity until early spring. Prices are holding up firmly on good-grade lumber, while lower grades are subject to more or less competition, by reason of the limited demand.

BUFFALO

While a seasonable amount of selling is going on in the hardwood trade, there is a tendency to wait until January before doing much buying, and what sales are being made now are for immediate requirements. Prices are holding up well in the better grades. There is a slight dropping off in the price of some of the lake hardwoods, but this has been because prices were placed at a level too high for the local market to stand. In the woods selling to the furniture trade, like oak and birch, the tendency to firm prices has continued. Plain oak has been strong and quartered oak has held well. The strength of these woods has extended to common oak and prices have stiffened materially in the last few weeks. Chestnut is in good call and beech is being used more and more for stained wood in furniture making. Poplar is fairly active.

The price of shingles has been as steady as anything else in lumber this season. Washington red cedar clears, which are used more than anything else, have varied little during the year. This means, however, that prices have been pretty low on account of the heavy supply.

PITTSBURG

The hardwood business continues to improve and the market is regaining something of its old-time buoyancy. High grade stock is being manufactured on a larger scale than at any time this year. However, the demand is more than sufficient to take care of the production and prices are tending upward. High-grade poplar is an exception to this rule, automobile inquiries not being as good as formerly. Furniture stocks are in excellent demand and implement men are taking more lumber than for a long time. The railroads are not showing their hand much in buying, but from all reports there is going to be a big gain in this line of trade after the first of the year. Everything now points to decidedly better business in 1911 and the demand for lumber is likely to be from a third to a half better than during the year just ending.

BOSTON

During the past two weeks there has been no noticeable improvement in the demand for hardwood lumber. Dealers here state that they do not expect any real improvement until after the first of the year and only the most optimistic look for any change for the better before next spring. The wholesalers have been handicapped quite a little this season by manufacturers in many instances offering hardwood lumber direct to the consumer at prices below those the wholesalers can sell at.

Manufacturers of interior finish have been busy and most plants still have a fair amount of orders on hand. Piano manufacturers have been doing a larger business and in a few cases have operated their plants overtime. Office furniture plants have shown a fair degree of activity. Considerable plain oak has been wanted for office desks this season.

Taking the demand for hardwood as a whole it has been below the average. Prices have lacked firmness. For quartered oak there have been lower prices quoted, while plain oak is firm. Maple, basswood and birch have been in fair call. The demand for cypress is rather quiet and concessions in prices have been made. North Carolina pine and whitewood have also been in the quiet column during the past few weeks.

BALTIMORE

The year is drawing to a close with the hardwood business of this section in good shape. Common poplar has been fairly well distributed and there are no heavy stocks at the mills. The better grades continue easy, with values quite satisfactory. Oak, both high grade and common, is in good shape. The only really weak feature is common chestnut, in which wood the production has run ahead of the demand. The better grades of chestnut do not share in this weakness. The foreign trade is decidedly improved. An active interest is being shown by foreign buyers in stocks of American woods and numerous inquiries are sent out to shippers. A better understanding between the foreign buyers and the American shippers is in prospect and the exporters feel greatly encouraged.

COLUMBUS

The hardwood trade in central Ohio has been fairly steady during the past fortnight, with little to feature it from the preceding period. Trade has been satisfactory in volume and prices have been firm to the extreme. On the whole the tone of the market is good and lumbermen in every branch of the business anticipate better things soon after the first of the year.

One of the best features of the market is the movement of the lower grades, which is larger, with prices firm. Quartered and plain oak are strong. Poplar is in fairly good demand and prices are firm. Basswood and chestnut are strong in every grade and orders are good. Ash is still weak and the volume of business small. Other hardwoods are unchanged.

CINCINNATI

After a dullness which started early in the fall and continued up to within the past fortnight, improvement in business conditions, so far as the hardwood market is concerned, has been the order of the day. Quite a number of inquiries for all classes of lumber for hardwood manufacturing purposes have been received recently.

Oak has again assumed the leadership in the activities of the market. Inquiries for good figured quarter-sawed white oak have awakened interest, and it is found that the stocks are not so large as has been reported. A noticeable feature is the apparent scarcity of plain sawed oak of popular dimensions. A steady demand continues for heavy oak, car stock and timbers, with a ready market for oak ties. Chestnut is receiving more attention for manufacturers' grades, with but a light movement of the top grades. Heavy, rough stock is moving fairly well. Sound wormy of good grade is in fair demand, though the prices received are unsatisfactory. Poplar is steadily working to the front.

Medium and manufacturers' grades of poplar are receiving a fair amount of attention. Basswood, cottonwood and buckeye are selling fairly well, while bay poplar of good grade is receiving some attention. Ash for the wagon and manufacturing industries is moving steadily. Hickory is growing short in supply, with a fair movement for the wagon and carriage trade. Red gum is meeting with a fair volume of trade, and while the handlers of red gum are full of confidence as to its future, it is noticeable that more hardwood men are adding red gum to their stock lists.

There is some little interest manifested in the foreign export trade, and while the buying is light, improvement is expected soon. The stocks of American walnut are large and fully equal to any demand that may be made for a long time. Cherry is also in good supply. Birch, butternut, maple, and other hardwoods are receiving some of the attention of the buyers.

INDIANAPOLIS

Trade has been fairly good during the last two weeks. The year has been a very satisfactory one, the volume of business exceeding that of 1909 by fully 25 per cent. The prospects for a still better business during 1911 are bright. Many inquiries are being received by the wholesalers and manufacturers and it is expected shipments will be moving at a lively rate toward the latter part of January or early in February. Prices are unchanged and steady.

EVANSVILLE

Lumbermen here are of the opinion that business is quite good, all the local mills and yards being busy. The Evansville mills have taken advantage of the excellent season for logging and have stocked their yards with some choice logs. They are now ready to take care of the 1911 trade with nice quartered oak cut from these same logs.

There is still a moderate demand for all kinds of hardwoods. However, buying is not being done in very large quantities, except for

future delivery, a few nice orders having been placed for shipment next year.

MEMPHIS

The demand for hardwood lumber here during the past few days has been fairly active, but there is no rush on the part of buyers, largely due to the approaching holiday season. However, it may be stated that prices are well

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IN THE TIMBER DISTRICTS

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WHITE PINE AND OAK TIMBERS ON SHORT NOTICE
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Sales Office: RIDGWAY, PA.

maintained. The demand for plain oak, both [illegible] is quiet. The demand for red gum in No. 1 common and better is large enough to take care of [illegible] the red. There is some demand for ash in stock thicker than 1 inch. One inch and thinner appears to be in limited request at the moment.

Gum box boards are comparatively slow and there is a good deal of unfavorable comment regarding the low prices obtainable therefor in comparison with [illegible] latter are in fairly good demand, while prices are [illegible] gum are moving at a moderate rate and prices are considered more satisfactory than a few months ago. There is a good export demand for plain oak and red gum and the movement in that direction is above the average for this time of year.

NASHVILLE

Business in this market, as usual just before the holiday and the stock-taking season, is reported as a little slow. Plain white oak continues to be a leader, although nothing is moving at a pace that might be termed brisk. Good poplar is still hard to get and is worth a top price. Chestnut is in fairly good demand. Quartered oak and ash are a little slow while hickory is rather brisk.

The reports are that the log crop will be short the coming season, the large log brokers having let up in their operations on account of the dullness of the market. Increased business is expected, however, soon after the first of the new year, and this, together with a shortage of poplar, oak and chestnut logs, may cause a stringency. Lumber values are changing but little.

BRISTOL

There is a note of optimism among the lumbermen here as to trade conditions. Many think that business will have a rapid improvement after the first of the year, while others [illegible] ment for a few months yet. However, if the market holds its own, the majority of lumbermen will be satisfied. Lumbermen are expecting somewhat better prices by next spring and much stock is now being held for better prices.

LOUISVILLE

While business during the past fortnight has felt the effects of the holiday lull, indications are most favorable for an active business following the beginning of the new year. Many orders are being booked for delivery after January 1 and consumers are more disposed to take on stocks than for months. Prices are holding their own and are on the upward trend.

Quartered white oak, which suffered a slump for a while, has about recovered. Red oak is selling better than usual on account of a disposition to substitute it for uses in which white oak has been predominating heretofore. Thick poplar is far from plentiful and is commanding better prices. Ash and walnut are in demand for export purposes. Mahogany is in excellent condition and is selling well.

ST. LOUIS

The demand for hardwoods is of fair volume in spite of the fact that it is the last month of the year. There is a disposition, however, to hold off making purchases, as it is very near stock taking time and dealers are inclined to have as little stock on hand during that period as possible. The box manufacturers have been doing much figuring and lower grades of gum [illegible] than previously. Heavy car stock and timbers have been going out in fair volume and there is little of this material in stock at the mills. On account of the demand for these items prices have strengthened. There is a seasonable volume of business being done in this section in plain oak, red quartered oak, wide poplar and [illegible] red oak, has only had a moderate movement. The stocks in this market are fairly well assorted and all demands can be filled without any trouble. The cypress situation is about what can usually be expected at this time of the year and is fairly satisfactory. Small quantities for quick delivery are mostly being purchased. From the volume of business reported there is every prospect that there will be a good trade with satisfactory prices after the holidays.

NEW ORLEANS

The hardwood trade is about the same as usual at this time of the year, and as stocks are not large prices are being well sustained. Oak is in good demand. If the railroad demand were as heavy as usual, there could be little or no complaint concerning existing conditions in the better grades of the hardwoods.

The export trade has shown a slight change for the better the last few weeks, due in part to the easing up of ocean freight rates. The demand for logs is healthy, as supplies abroad are light, and considerable activity in this line is anticipated from now on.

MILWAUKEE

Indications are that while the hardwood trade is not large in volume, the total business is better than at this time a year ago. One of the brightest features of the situation is the interest that is being displayed in several lines for stocks for future delivery, which augurs well for a good business after the opening of the new year.

The sash and door concerns seem to be the leading buyers, although orders which are being placed are not large in volume. The various furniture plants are placing fairly good orders and the four local piano plants are buying a little from time to time.

Prices are being well maintained despite the dullness in some lines. Stocks, especially in birch and oak, are rather light, and this is doing much to keep the market firm. Good maple is also scarce. Upper grade stuff is in the lead and low grades are rather quiet, due to the light orders from the box factories.

SAGINAW VALLEY

The hardwood market in the valley is strong. There has not been enough maple to supply the trade, and good maple lumber is wanted. Birch and beech have both been active and in good demand. Basswood was slow for a short time, but shipments are now being made freely. Prices for nearly all kinds of stocks are firm and the outlook for the winter is exceptionally good.

DETROIT

During the past two weeks but little change has been noted in conditions in the local hardwood market. Trade is fairly active, with prices about stationary. There is a good demand for the better grades of oak, maple and poplar. Cypress also shows considerable strength. Basswood has picked up somewhat and some good lots have been disposed of. The box, veneering and flooring trades are busy. The flooring trade, especially, is in a healthy condition, the big mills having about all they can do to turn out their orders.

FIRST AND LAST

IN PERCENTAGE OF SAVING TO PREMIUMS PAID

IN PERCENTAGE OF LOSSES TO PREMIUMS PAID

MANUFACTURING LUMBERMEN'S UNDERWRITERS

The FIRST and most successful example of the application of reciprocal insurance principals to manufacturing lumber plants, and to-day the strongest inter-insurance association in the world.

FIRST in insurance in force
FIRST in surplus earned
FIRST in savings returned
FIRST in inspection service

There are other inter-insurance organizations soliciting manufacturing lumbermen, but the above FACTS MUST MEAN SOMETHING. GIVE THEM A THOUGHT.

If you own a first-class plant, adequately protected, with sufficient timber to insure a life of at least five years, and are interested in securing perfect indemnity against fire loss at the lowest possible cost, write

HARRY RANKIN & CO.

ATTORNEY IN FACT

KANSAS CITY, MO.

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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—FLOORING SALESMAN.

Must have had experience. References required. Address

"BOX 240," care HARDWOOD RECORD.

WANTED

A combination buyer and salesman, competent to inspect hardwoods, car oak; well acquainted with Indiana mills. A good opportunity is open for a level-headed young man who is ambitious, energetic and of good habits and ability. Address "BOX 1," care HARDWOOD RECORD.

A GENERAL MANAGER

for a large and prosperous company importing and sawing mahogany. Must be a man possessing executive ability, capable of handling a large and important correspondence, making contracts, etc. To the right man we will pay a very liberal salary. All replies treated confidential. Address OTIS, 5347 Coliseum St., New Orleans, La.

HARDWOOD SALESMAN.

We have an opening for a high-class corporation or general lumber salesman. State age, experience, salary, or salary and commission expected. Address in confidence,

"HIGH CLASS," care HARDWOOD RECORD.

MACHINERY FOR SALE

Chicago Wood Working Machinery Company
162 North Clinton St., - Chicago

Box Machinery	Lathes
Moulders	Jointers
Sanders	Tenoners

All kinds of new and rebuilt wood-working machinery

SEND FOR STOCK LIST

SECOND-HAND SHAY LOCOMOTIVE

Wanted—A second hand 25 or 30 ton Shay locomotive, 36-inch gauge. State price and how soon delivery could be made.
HUME-BENNETT LUMBER CO., Sanger, Cal.

FOR SALE.

A Fay-Egan No. 4 Band and Scroll Resaw in fine condition, as good as new, and at low price. THE WAIT-FULLER CABINET CO.,
Portsmouth, Ohio.

FOR SALE—SELF-FEED RIP SAWS,

Bolting Saws, Quick acting Saw Gauges and special machinery. Prices right. Write for particulars.

MANUFACTURERS OF HARDWOOD LUMBER AND DIMENSION STOCK,
P. O. BOX 345. Muncie, Ind.

SECOND-HAND MACHINERY.

for sale. One No. 32 improved iron frame dimension plane machine. Plane 24 or 30" wide and 24" thick. Power elevating cylinder, friction feed, cylinder four-sided and slotted on each side. Power feed roll attachment.

THE TEMPLE PUMP CO.,
15th & Canal Sts., Chicago.

ENGINES AND GENERATORS.

2—30x48 Cooper Corliss Engines.
1—22x32 Buckeye Engine.
1—24x48 Corliss Engine.
Also other sizes and large stock of generators, both direct connected and belted. Locomotives and cars.

THE DORNER RAILWAY EQUIPMENT CO.,
193 Michigan Ave., Chicago.

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

TIMBER LANDS FOR SALE

1,100 ACRES HARDWOOD TIMBER

In western North Carolina near railroad, original growth. $8S an acre in fee.

W. M. PRATT, Marion, N. C.

GREAT BARGAINS.

Pine or Hardwood Timberlands.
THOS. D. WARREN, New Bern, N. C.

FOR SALE.

247,100 acres pine in heart of timber belt of Durango, Mexico. 19 miles from Mexican International R. R. $2.00 per acre.

247,100 acres pine in Chihuahua, Mexico. 10,000 feet to acre. Big lake and river on property. Sixty miles from Parral & Durango R. R. $1.42 per acre.

988,400 acres mahogany, rubber, chicle, cabinet and construction hardwoods in Campeche, with fine transportation facilities. $1.62 per acre.

212,565 acres hardwoods and pine in Guerrero. Big river on property. 61 cents per acre.

19,768 acres hardwood in Campeche. 30 miles from railroad. 76 cents per acre.

35,618 acres hardwood, with 500,000 hennequin plants, rubber, etc., with $50,000.00 in improvements and railroad station on property. Rich tropical land. $3.00 per acre.

E. B. STUART, 36 Ashland Blvd., Chicago.

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AUTOMOBILE AND WAGON STOCK

1 carload automobile spoke billets, bounds and felloe stock cut to order.

PRATT-WORTHINGTON CO., Crofton, Ky.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

LUMBER WANTED

WANTED—SAP GUM.

Can use 5 to 10 cars first and seconds Sap Gum, 2", 2½", 3". Must be dry; quote best price f.o.b. Chicago.

CONTINENTAL MFG. CO.,
Weed & Dayton Sts., Chicago.

QUARTERED RED OR WHITE OAK

1"x4"x11"—17"—19".
NORTHERN CHAIR CO., Grafton, Wis.

MANUFACTURERS WANTED.

A responsible and well-established eastern wholesale lumber jobbing house desires to secure an alliance with first-class manufacturers of shortleaf pine, high-grade chestnut, oak, basswood, poplar and other hardwoods for sale in the East. Can furnish the highest references as to ability, integrity, financial standing. Address "M-R.," care HARDWOOD RECORD.

WANTED—OAK AND CHERRY.

We are open to contract with manufacturers for our next season's requirements in plain and quartered cut Red and White Oak, also Cherry. Write BARTRAM BROS., LTD., Ottawa, Canada.

WANTED—RED OR WHITE OAK.

2x2x25.
1½x1⅝x36.
2½x2½x25—19.
WISCONSIN CHAIR CO., Port Washington, Wis.

WANTED—GUM PACKING.

Can use 20 to 30 cars, 1" No. 3 Gum, resawed once and cut to lengths from 19" to 46".

Quote your best price on above, f. o. b. shipping station, and give weight per 1,000 feet surface measure. Address

"H. M.," care HARDWOOD RECORD.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.

HERBERT C. TURNER & CO.,
1 Madison Ave., New York.

WE CAN
DOUBLE
THE CAPACITY
OF YOUR
DRY KILN.

SLAP IT ON
IT'S CHEAP

Ebonoid Kiln Coating protects headers, pipes, trucks and buildings from that destructive, acid-laden vapor which comes from lumber.

All kilns and equipment should have a coat of Ebonoid once a year. It seals the pores, saves heat and prevents depreciation. Brick and concrete need it just as badly as wood and iron.

INQUIRE TODAY

GRAND RAPIDS VENEER WORKS
GRAND RAPIDS, MICH.



Looking into the Upper Runway of a Jeffrey Wire Rope Conveyer Equipment.

We insure satisfaction in handling Saw Mill materials and our equipments are rapidly replacing old methods of handling Lumber, Logs, Refuse, Etc.

Drop us a card for catalog H F 57.

THE JEFFREY MFG. CO.
COLUMBUS OHIO

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak, also 12x12 Timbers and Piling of all kinds.
CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill

WANTED—WALNUT LOGS

for export, 16" and up in diameter. Cash and inspection at shipping point.
J. P. BROWER, Fayetteville, Ark.

WANTED—DOGWOOD & PERSIMMON BLOCKS.

Want to contract for large quantity. Write for specifications.
HIRAM B. WORTH, Greensboro, N. C.

DIMENSION STOCK FOR SALE

DIMENSION STOCK.

Cut from dry oak 2" thick and less, 3" to 12" wide. Prompt shipments.
WILLIAM SPENCER, America, Okla.

LOGS FOR SALE

FOR SALE.

Quantity small lignum vitae logs.
DIECKMANN HARDWOOD CO.,
San Francisco, Cal.

BUSINESS OPPORTUNITIES

FOR SALE.

The property of the White Oak Handle Co., comprising ten acres and a finely equipped plant for the manufacture of plow handles, within the city limits of Evansville, on the Ohio River, railroad siding on the property. Is equipped with 80 H. P. Atlas boiler, 60 H. P. engine, double-cut saw mill, hoisting engine and derricks. This property will be sold for just what the ground is worth. Address
"BOX 245," care HARDWOOD RECORD.

CHEMICAL PLANT AND CHARCOAL KILN WANTED.

We are [illegible] to the supply of raw material and plant location as an inducement for the erection and operation of a chemical plant and charcoal kiln in western Michigan.

We own there six thousand acres of heavy hardwood timber, mostly maple, which is now being lumbered and will be able to supply annually, 10,000 20,000 cords of chemical and charcoal wood. The total available supply from cuttings is estimated at about 100,000 cords.

Transportation facilities unusually excellent. Address [illegible] HARDWOOD RECORD.

ARE YOU LOOKING FOR

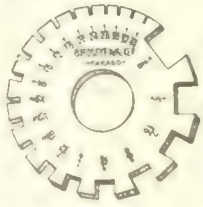
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If so, write me and I will put you next to one of the best propositions in the country. A money-maker from the start. For particulars write to
E. D. MURPHY, 505 California Bldg.,
Tacoma, Wash.

EMPLOYMENT WANTED

THE ADVERTISER WANTS

[illegible] a large wholesale or manufacturing concern as salesman. Am experienced and practical, and have a large acquaintance among hardwood consumers in Chicago and surrounding [illegible]. Address
"BOX 248," care HARDWOOD RECORD.



A VENEER GAUGE

[illegible] WALKER
Dept. "C" CHICAGO

COUNTERFEIT CHECKS

are [illegible] our

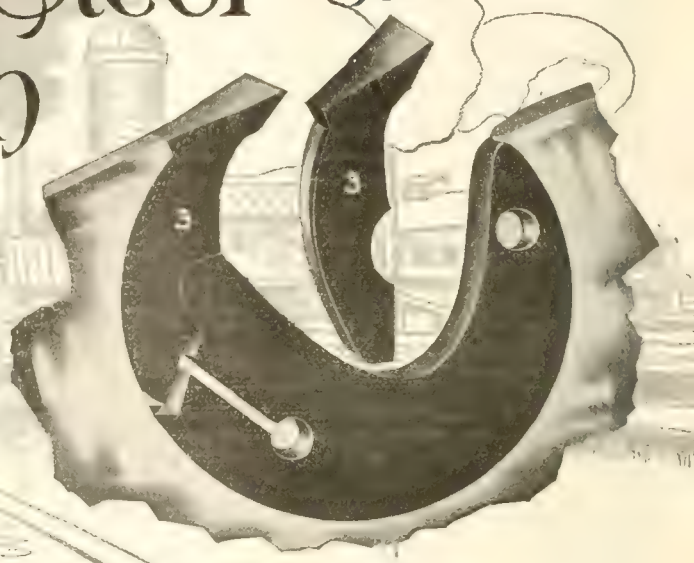
Two Piece Geometrical Barter Coin

[illegible] S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers



Atkins Silver Steel Inserted Tooth Saws



If you are at all interested in High Grade, Extra Fine INSERTED TOOTH SAWS, it will pay you to try ATKINS SILVER STEEL SAWS. Because by actual comparative test, they are "The Finest on Earth."

THE PLATE

is of ATKIN SILVER STEEL. The same as used in our other High-Grade Saws. It will actually hold its tension longer than any other steel—thus saving an enormous cost for rehammering and general repair.

THE TEETH

are of a most expensive steel—made under a special formula. The raw product is analyzed in the sheet and proper heat treatment prescribed by the laboratory. This insures an absolutely uniform temper in each particular tooth.

THE HOLDERS

are made in a wide range of styles and sizes. Their construction is scientific, while easily manipulated, they possess great strength and rigidity.

It's so easy to try them. Just drop a line to your usual source of supply and say—"I want an Atkins Silver Steel Inserted Tooth Saw this time." If you are slow in getting it—write to the nearest address below and get quick and easy action.

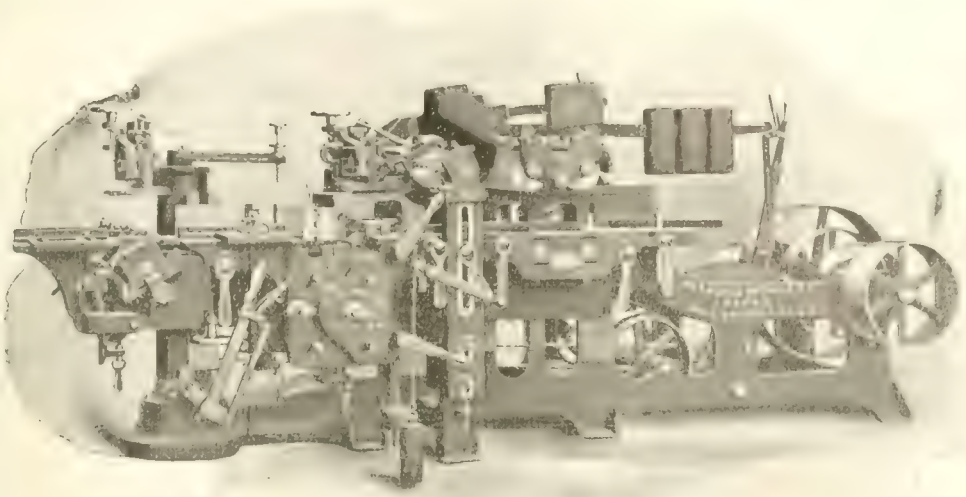
E. C. ATKINS & COMPANY, Inc.

THE SILVER STEEL SAW PEOPLE,

HOME OFFICE AND FACTORY, INDIANAPOLIS, IND.

BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE. CANADIAN FACTORY—HAMILTON, ONT.

New Hermance 1910, "Double Quick Wide Open" Moulder



Superiority in every part. Strong, durable construction plus quality and quantity producing features make it the most efficient moulding machine ever built.

Whitney Patent Clamp Boxes and Instantaneous Locking Devices for top and side heads are two important features. There are many others.

Descriptive matter upon application.

HERMANCE MACHINE COMPANY - Williamsport, Pa.

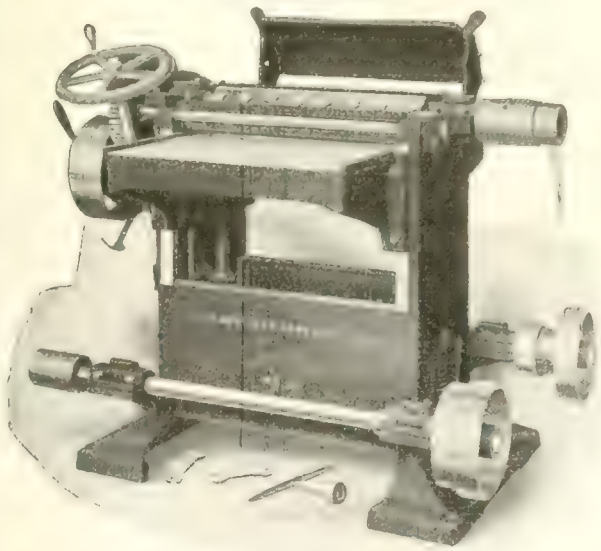
Chicago Representatives: CHICAGO MACHINERY EXCHANGE

Chicago Machinery Exchange,

(Incorporated)

WOODWORKING MACHINERY MERCHANTS

CHICAGO, ILLINOIS

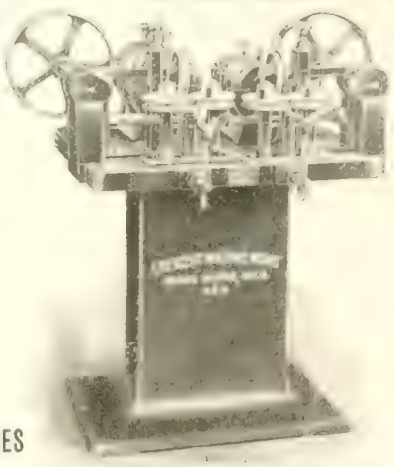


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Planes 24 inches wide and 6 inches thick. Table slides on outside of frame so it is steady and the work will not be wavy or have chipped off ends. Two rates of feed driven from cylinder, one regulating the other.

CRESCENT DOUBLE DOWEL MACHINES

Have two cylinders running side by side and operated by one man. This cuts the labor cost in two. The patented construction of these machines positively eliminates the common trouble of stock breaking or twisting. Write us and learn all the reasons why



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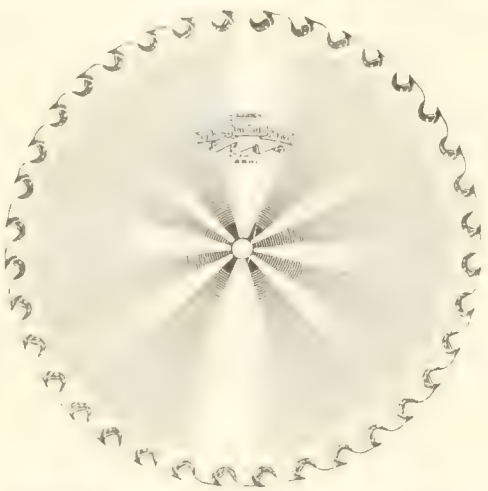
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MADE OF SIMONDS STEEL

Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

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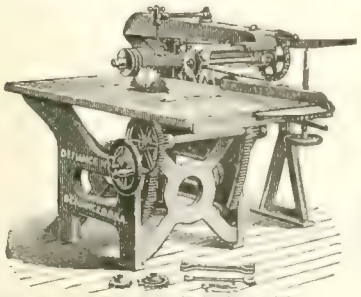
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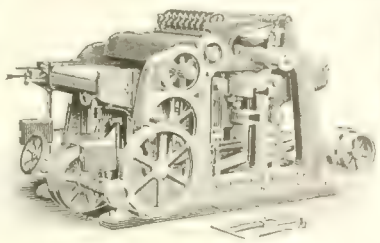
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Defiance Wood-Working Machines

Have been 60 years building their reputation



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26 in. SINGLE SURFACER

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The Defiance Machine Works

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ADJUSTABLE ARM BELT POLISHER

LIDGERWOOD SYSTEMS FOR HARDWOOD

Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—Feeding Mill—and all other service.

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AGENTS:
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The CLYDE self-propelling 4 line SKIDDER

is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

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FAMOUS FOR RED BIRCH AND BASSWOOD

Thomas Forman Company
DETROIT

MANUFACTURERS OF

Forman's Famous Flooring

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Faultless Grades, Perfect Milling, Quick Shipment and Reasonable Prices

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MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

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Michigan Hardwoods

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S. L. EASTMAN FLOORING CO.
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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

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IXL ROCK MAPLE AND BIRCH FLOORING

WE WISH TO MOVE NOW

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3 cars 1-in Birdseye Maple
250 M ft. 1-in. No. 2 and Better Beech
100 M ft. 1-in. No. 3 Com. Beech

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
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Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

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HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

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We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

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Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

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SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
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High Grade Product in

DOOR VENEERS
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We offer some attractive bargains in 1/8 inch Red Oak and Birch in small dimensions

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Rotary-Cut Gum and Poplar
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Well manufactured, thoroughly
KILN DRIED and FLAT

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HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

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Southern Stock a Specialty

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We Want to Move

THREE CARS 6-4 FLITCH LOCUST AT $24.00 F. O. B. ASHTOLA, PA.

BABCOCK LUMBER COMPANY

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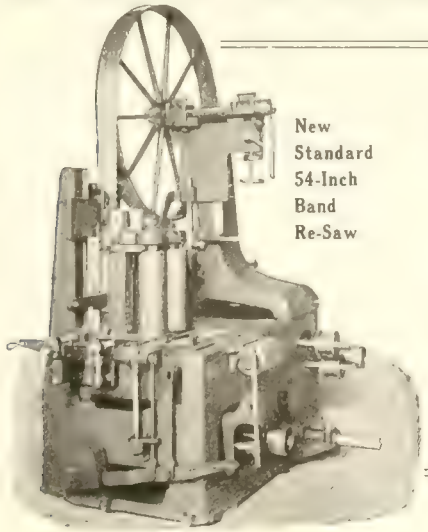
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SWANTON, VT.

Northern and Southern Hardwoods

We must move Two cars No. 1 Common Brown Ash, bone dry stock

Mills at: Swanton, East Fairfield Bakersfield and Greensboro, Vt. and Malone and Newton Falls, N. Y.



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

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WHERE THE FINEST NORTHERN HARDWOODS GROW

"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

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RHINELANDER, WIS.

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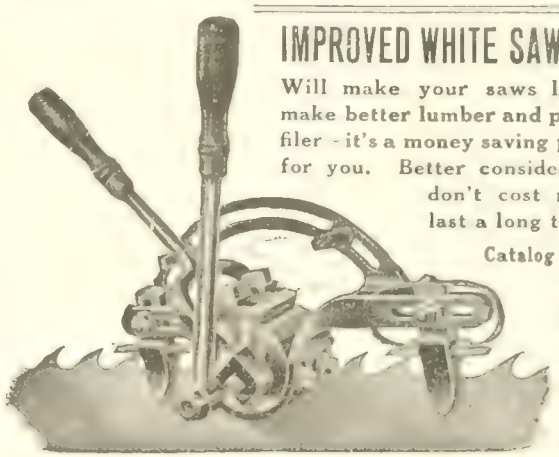
Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

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Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer - it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.
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ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
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SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work



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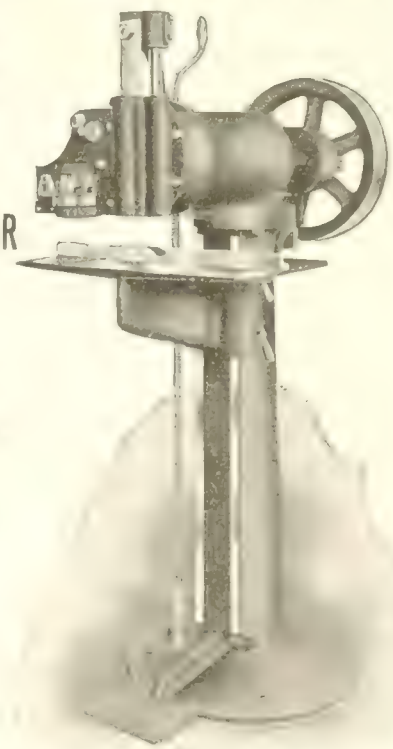
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230 Randolph Street, CHICAGO
ESTABLISHED 1882

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, [illegible]

Write for bulletins and prices.

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PARDEE & CURTIN LUMBER CO.

Manufacturers of

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CLARKSBURG, W. VIRGINIA

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Write for prices on the following:

4-4 Qrtd. White Oak, C. & B.
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All thicknesses White Ash.

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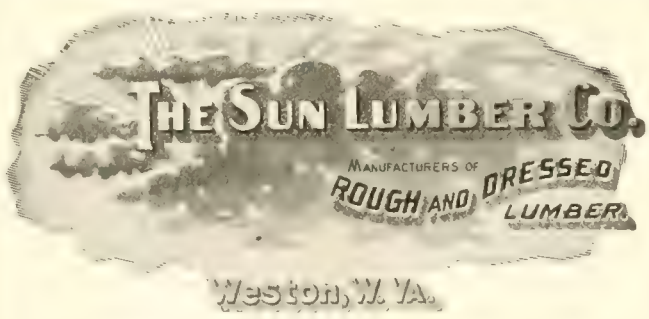
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MANUFACTURERS OF

Eureka OAK AND BEECH Oak Flooring

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.



Buy your HARDWOODS direct from the HARDWOOD SECTION OF WEST VIRGINIA. Can furnish your requirements from dry well manufactured stock.

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Manufacturers and Wholesale Dealers in Lumber

CUMBERLAND, MARYLAND

W. W. DEMPSEY

Manufacturer and Wholesaler

Wants to move quick the following:

200,000 feet 4-4 No. 1 Common and Better Ash
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133,000 feet 4 4 Sound Wormy Chestnut
50,000 feet 6-4 Sound Wormy Chestnut
66,000 feet 8-4 Sound Wormy Chestnut
300,000 feet 4-4 No. 3 Common Oak

MILLS: Seebert, W. Va. Clover Lick, W. Va. Durbin, W. Va.

General Office: JOHNSTOWN, PA. New York Office: 18 Broadway.

MILLS: Moore's Siding, W. Va. Pee Dee, S. C. Renick, W. Va.

A Great Opportunity

LOCATION FOR SHOOK FACTORY

Large output of low-grade lumber at low-grade price

For full information address

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LARGEST OF ALL HARDWOOD MARKETS

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

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ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

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Exporter of Black Walnut Logs

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FIGURED WALNUT IN LONG WOOD AND STUMPS

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

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NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln, enable us to sell pretty low. An inquiry for quotations will prove this statement

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

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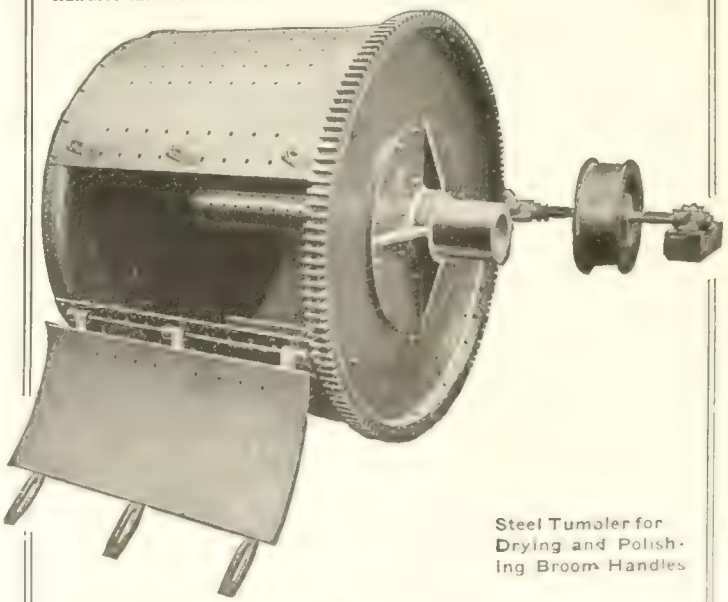
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Domestic and Export Trade

150,000 FEET DAILY

Broom Handle Machinery

Let us tell you about our STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

Louisiana Long Leaf Lumber Co.

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Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

INDIANA

WHERE THE BEST HARDWOODS GROW

Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

Finely Figured Quartered Oak

Evansville, Indiana

Thompson, Thayer & McCowen

Hardwood Lumber

EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut, 3/8 in. to 3/4 in.
No. 2 Common Walnut, 3/8 in. to 3/4 in.

We manufacture Quartered, Plain Oak & Poplar Lumber

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

COPPES, ZOOK & MUTSCHLER CO.

NAPPANEE, INDIANA

Northern Indiana hard woods, dry, carefully manufactured, large stocks.

IMMEDIATE SHIPMENTS INQUIRIES SOLICITED



IMMEDIATE SHIPMENT

Of Edgers, Trimmers and Hollow Blast Grates.

Actual practically we can ship an edger, a trimmer or a hollow blast grate out of the days Power receipt of order as we always aim to have on hand [illegible] HUNDRED edgers and trimmers, and a large assortment of blast and other grate bars of every length, blast pipe of every size, and all of the other parts necessary.

Our [illegible] edger and trimmers known as the "TOWER" includes 72 [illegible] sizes of edgers and 10 standard sizes of trimmers, in addition to [illegible] we build to order.

An experience of [illegible] days has enabled us to [illegible] prices [illegible] a postal will [illegible] you what [illegible] specifications in an edger or a trimmer [illegible] and what it will [illegible]

If you [illegible] to [illegible] an edger, a trimmer or a hollow blast grate, let us [illegible] from [illegible]

Do not [illegible] that we [illegible] the GORDON HOLLOW BLAST GRATE on APPROVAL [illegible] ten days in which to test it, counting from date of [illegible] and [illegible] the outfit proves unsatisfactory, WE pay the freight both ways.

For the Pacific [illegible] the Gordon Hollow Blast Grate [illegible] and sold by [illegible] Mfg. Co., Dept. S, Seattle, Wash.

Gordon Hollow Blast Grate Co.

Greenville, Michigan.

(Please mention this publication)

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NORTHERN and SOUTHERN

HARDWOODS

South Bend, - - - - - - - - Indiana

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

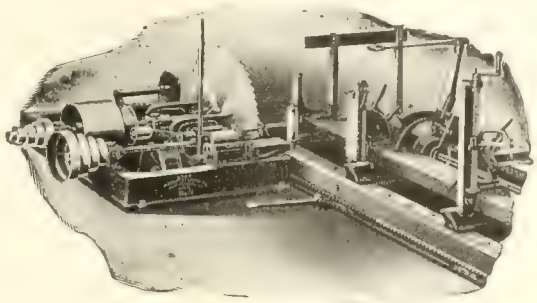
DON'T FAIL

To read the Wanted and For Sale ads in this issue of the RECORD, or any issue for that matter. There are always bargains among them and you may miss something really good if you don't read them.

THE BUSINESS GETTERS
HARDWOOD RECORD WANT ADS.



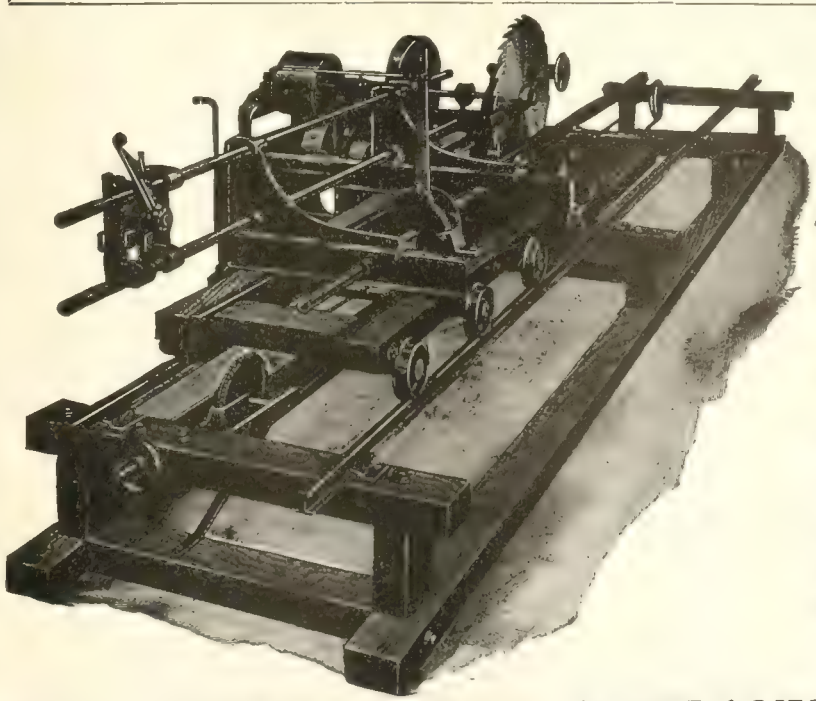
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Edgers, Planers, Shingle, Lath ...
Machines, Live Rolls, Log Hau...
Machinery, Transmission M...
SEND FOR OUR CATA...
Lane Manufactu...
MONTPELIER.

New Hoosier Improved Short Log Sawing Machine



Made especially for saw...ng veneer cores and small logs, up to 2... from 2 to 12 feet lon...

The machine is ... iron husk frame th... and mandrel which ... It is equipped with a var...ble friction feed, with cable attach... strong and rapid.

The dogs are ... dog the log, or ... instead of top and bottom, and can be instantly chan... the carriage will accommodate.

The mach... frame, track ... and easily ... engine. T... feet per day ...

The larg...

For furth...

THE SINKER-DAVIS COMPANY, Indianapolis, Indiana

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

FLOORING

4-16' long
Mostly 6-16'

OAK - MAPLE - BEECH

Hollow Backed and Thoroughly Kiln-Dried

Every dealer in flooring should write us for prices, get our flooring in stock and thus avoid the annoyance of disposing of a lot of flooring 1'—4' LONG

THE W. M. RITTER LUMBER CO., Columbus, O.

W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

OLD FASHIONED SOFT

YELLOW POPLAR

ASHLAND, KENTUCKY

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

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Sixteenth Year, Semi-Monthly. CHICAGO, JANUARY 10, 1911 {Subscription $2. {Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

YOU HAVE NOT TAKEN ALL MEANS TO SUCCEED

UNTIL YOU GRASP THE OPPORTUNITY MADE POSSIBLE BY "TRADE" MUTUAL INSURANCE

Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
Lumbermens Mutual Insurance Co., of Mansfield, Ohio
The Lumber Mutual Fire Insurance Co., of Boston, Mass.
Penn. Lumbermens Mutual Fire Insurance Co., of Philadelphia, Pa.
Central Manfrs. Mutual Insurance Co. of Van Wert, Ohio

Every Hardwood Manufacturer, Jobber and Wholesale Consumer

IS CORDIALLY INVITED TO BE THE GUEST OF THE

HARDWOOD MFRS' ASSN. of the U. S.

AT ITS NINTH ANNUAL MEETING

Hotel Sinton, Cincinnati, on Tuesday and Wednesday, January 31 and February 1

Come and get in touch with the live issues of the trade

R. M. CARRIER, President LEWIS DOSTER, Secretary

LUMBER INSURERS' GENERAL AGENCY

Managers of the Leading Stock Fire Insurance Companies making a specialty of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS PHILA. PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER

McILVAIN'S SPECIALS FOR PROMPT SHIPMENT

2 cars 4" No. 1 Common and Better
5 cars 2½" No. 1 Common and Better
Ash
This stock is well manufactured, dry, running strong to 1st and 2ds, good widths and lengths and tough Nashville Yard.

If you want
Gulf Cypress
Let us quote you.
4-4 to 16-4 in stock—dry and well-manufactured.

A large stock of
Soft Cork White Pine

Please order RIGHT NOW what you need in
Hemlock and Spruce

One car 12" and up Quartered
White Oak
40% 14 and 16 ft. lengths, average above 15". Excellent figure—Nashville Yard.

4-4 No. 1 Common and Better
White Oak
plain, dry, good widths and lengths. Tennessee stock.

In stock
Hard and Soft Maple
4-4 to 16-4.

Ready for immediate shipment. Large stock of dry
Mahogany
Orders filled for straight or mixed cars.

One car 10" and up
Quartered White Oak
average about 12½" dry. Excellent figure and good widths—Nashville Yard.

50,000 ft. No. 2 Common and Better
Black Walnut
Dry, well manufactured, good widths and lengths

Can take care of orders for dry
Quartered Red and White Oak
in straight or mixed cars. Large stock now on hand

For early shipment
Red Oak
4-4, 5-4, 6-4 and 8-4 Dry No. 1 Common and Better.

For immediate shipment from Nashville Yard
Hardwoods
Large stock, dry, mixed and straight cars

We have an exceptionally large stock of
Chestnut
All thicknesses—dry.

Are you in the market for
California Sugar and White Pine
In stock 4-4 to 12-4

6x20 and 7x24 No. 1 Heart Rived
Cypress Shingles

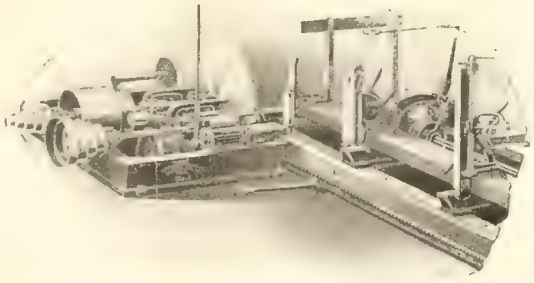
"We Have It If It's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St. Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.



LANE



MILLS

Lane Lever Set Circular Saw Mills, Edgers, Planers, Shingle, Lath and Clapboard Machines, Live Rolls, Log Hauls, Cutting-Off Machinery, Transmission Machinery, Etc.

SEND FOR OUR CATALOG

Lane Manufacturing Co.
MONTPELIER, VT.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., December 27, 1910

DRY STOCK LIST

6-4 Ash No. 3 Common and Better	17M
4-4 Basswood No. 1 Common -	80M
4-4 Basswood No. 1 and 2 Common	120M
8-4 Gray Elm 1s and 2s - - -	13M
12-4 Gray Elm 1s and 2s - - -	32M
5-4 Hard Maple Step - - - -	13M
6-4 Hard Maple No. 1 and 2 Common	3M

OUR OWN MANUFACTURE

MITCHELL BROTHERS COMPANY

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., December 27, 1910

4-4 Ash No. 3 Common	16 M
4-4 Basswood, No. 2 Common	100 M
1x6 Basswood, No. 2 Common	40 M
1x4 Gray Elm, No. 3 Common	15 M
1x7 and up Gray Elm, No. 3 Common	40 M
4-4 Gray Elm, 1s and 2s	30 M
8-4 Gray Elm, 1s and 2s	16 M
4-4 Rock Elm, No. 2 Common and Better	5 M
1x10 to 14 in. Hard Maple, 1s and 2s	19M
1x15 and up Hard Maple, 1s and 2s	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

100,000 "	6/4 No. 1 common and better maple.
200,000 "	4/4 No. 3 common maple.
200,000 "	5/4 No. 3 common beech and maple.
250,000 "	6/4 No. 3 common beech.
100,000 "	4/4 No. 2 common and better birch.
30,000 "	8/4 No. 1 common and better birch.
150,000 "	5/4 No. 2 common and better basswood.
10,000 "	12/4 No. 1 common and better elm.
500,000 "	8/4 No. 1 hemlock.
500,000 "	8/4 No. 2 hemlock.



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

CRANDALL & BROWN
3300 South Center Ave.
Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
10 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1355 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
Office and Yard:
Throop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co.
873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
Office, Yards and Planing Mills: 22nd, Sangamon and Morgan Sts.
Mills at Falcon, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Sto age Yards — 1436 Cherry Ave.

G. C. PRATT LUMBER AND TIE COMPANY
Hardwoods, Yellow Pine, Car Material and Ties
1308 Fort Dearborn Bldg.

THE KERNS-UTLEY LUMBER COMPANY

Chicago, Ill.

STOCK READY TO LOAD AT MOUNDS, ILL.

48,000 ft. 4 4 Fas pl. Red Oak.
52,000 ft. 4 4 Fas pl. White Oak.
200,000 ft. 4/4 No. 1 com. pl. Red and White Oak.
38,000 ft. 8 4 No. 1 com. & Fas pl. Oak.
30,000 ft. 4 4 No. 2 com. pl. Red and White Oak.
22,000 ft. 4/4 No. 1 com. & Fas Qtd. Red Oak.
37,000 ft. 4/4 No. 1 com. & Fas Qtd. White Oak.
60,000 ft. 5/4 No. 1 com. & Fas pl. Red Oak.
11,000 ft. 5 4 No. 1 com. & Fas pl. White Oak.
12,000 ft. 5/4 No. 2 com. pl. Oak.
10,000 ft. 10/4 Fas White Oak.
36,000 ft. 12 4 No. 1 com. & Fas Red Oak.
20,000 ft. 12 4 No. 1 com. & Fas White Oak.
8,000 ft. 16 4 No 1 com. & Fas White Oak.

All Dry For Rush Orders

OUR SHIPMENTS ALWAYS ON TIME

24,000 ft. 4/4 No. 1 com. & Fas White Ash.
28,000 ft. 5/4 No. 1 com. & Fas White Ash.
42,000 ft. 6/4 No. 1 com. & Fas White Ash.
70,000 ft. 1x11" and up Cottonwood Boxboards.
35,000 ft. 1x13" and up Fas Cottonwood.
75,000 ft. 1x6" and up Fas Cottonwood.
75,000 ft. 1x4" and up No. 1 com. Cottonwood.
100,000 ft. 5/4 and up Fas Cottonwood.
35,000 ft. 8/4 and 12/4 No. 1 com. and bet. Elm.
200,000 ft. 4/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 5/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 6/4 No. 1 com. and Fas Sap Gum.
20,000 ft. 8/4 No. 1 com. and Fas Sap Gum.
50,000 ft. 4/4 No. 1 com. and Fas Red Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

FACTORY LUMBERA SPECIALTY

WHITE BROS. LUMBER CO.

Successors to
G. L. Lindsley Lumber Co.

Manufacturers and Wholesalers
Hardwood and Pine Lumber

1261 MONADNOCK BLOCK, CHICAGO
Stock List — For Immediate Shipment
Telephone Harrison 7393

AT ARKANSAS MILLS

50,000 4/4 1st & 2nds Qtd. White Oak.
40,000 4/4 No. 1 Com. White Oak.
20,000 4/4 No. 2 Com. White Oak.
60,000 4/4 1st & 2nds Qtd. Red Oak.
50,000 4/4 No. 1 Qtd. Red Oak.
20,000 4/4 No. 2 Qtd. Red Oak.
200,000 4/4 1sts & 2nds Pl. Red & White Oak.
150,000 4/4 No. 1 Com. Pl. Red & White Oak.
50,000 4/4 No. 2 Com. Pl. Red & White Oak.

ST. FRANCIS VALLEY GUM

60,000 4/4 1st & 2nds Red Gum, 12'.
125,000 4/4 1st & 2nds Red Gum, 10 to 16'.
30,000 4/4 No. 1 Com. Red Gum, 12'.
30,000 4/4 No. 1 Com. Red Gum, 10 to 16'.
100,000 4/4 1st & 2nds Sap Gum, 12'.
150,000 4/4 1st & 2nds Sap Gum, 10 to 16'.
90,000 4/4 No. 1 Sap Gum, 10 to 16'.
45,000 4/4 No. 2 Sap Gum, 10 to 16'.
100,000 4/4 Box Boards, 13 to 17".
50,000 4/4 Panel, 18 to 36".

SELLING AGENTS FOR CRAIG MOUNTAIN CORK PINE

The Keith Lumber Company.

IMPORTERS, MANUFACTURERS & DEALERS

HARDWOOD LUMBER, MAHOGANY & FOREIGN WOODS

FOURTEENTH & WOOD STREETS.

W. S. KEITH, PREST & TREAS. F. E. BARTELME, VICE PREST. J. M. RIEL, SEC'Y

CHICAGO

MARSHALL LUMBER CO.

NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING — TELEPHONE HARRISON 3996 — CHICAGO, ILLINOIS

STOCK LIST

CYPRESS.

1"	No. 2 Com.	400,000 ft.
1"	No. 1 Com.	200,000 ft.
1"	Shop	100,000 ft.
1"	1s & 2s	85,000 ft.

GUM.

4/4"	No. 2 Com. Sap.	75,000 ft.
4/4"	No. 1 Com. Sap.	150,000 ft.
4/4"	1s & 2s Sap.	100,000 ft.
4/4"	1s & 2s Red, all lengths	50,000 ft.
4/4"	1s & 2s Red, all 12"	12,000 ft.

COTTONWOOD.

4/4"	No. 1 Com.	60,000 ft.
4/4"	1s & 2s.	100,000 ft.
4/4"	1s & 2s, 13 to 17"	60,000 ft.
4/4"	Box Boards, 13 to 17"	250,000 ft.

PLAIN WHITE ASH.

1"	No. 1 Com.	100,000 ft.
1"	1s & 2s.	100,000 ft.
5/4"	No. 1 Com.	12,000 ft.
5/4"	1s & 2s.	10,000 ft.
6/4"	No. 1 Com.	25,000 ft.
6/4"	1s & 2s.	25,000 ft.
2"	No. 1 Com.	18,000 ft.
2"	1s & 2s.	28,000 ft.
2½"	No. 1 Com.	2,000 ft.
2½"	1s & 2s.	5,000 ft.
3"	No. 1 Com.	10,000 ft.
3"	1s & 2s.	36,000 ft.
4"	1s & 2s.	12,000 ft.

PLAIN OAK.

1"	No. 1 Com. R. & W. Mixed.	40,000 ft.
1"	1s & 2s R. & W. Mixed.	15,000 ft.
5/4"	No. 1 Com. R. & W. Mixed.	50,000 ft.
5/4"	1s & 2s R. & W. Mixed.	12,000 ft.
6/4"	No. 1 Com. R. & W. Mixed.	50,000 ft.
6/4"	1s & 2s R. & W. Mixed.	15,000 ft.
2"	No. 1 Com. R. & W. Mixed.	75,000 ft.
2"	1s & 2s R. & W. Mixed.	100,000 ft.
2½"	No. 1 Com. R. & W. Mixed.	15,000 ft.
2½"	1s & 2s R. & W. Mixed.	56,000 ft.
3"	No. 1 Com. R. & W. Mixed.	12,000 ft.
3"	1s & 2s R. & W. Mixed.	80,000 ft.
4"	1s & 2s R. & W. Mixed.	18,000 ft.
1"	No. 1 Com. Red.	50,000 ft.
1"	1s & 2s Red.	100,000 ft.
3/4"	1s & 2s Red.	40,000 ft.
1"	No. 1 Com. White...	35,000 ft.
1"	1s & 2s White.	60,000 ft.
5/4"	No. 1 Com. White...	20,000 ft.
5/4"	1s & 2s White.	25,000 ft.

QUARTERED OAK.

1"	Clr. Strips Red.	1,500 ft.
1"	No. 1 Com. Red.	5,000 ft.
1"	1s & 2s Red.	10,000 ft.
2"	No. 1 Com. Red.	1,000 ft.
1"	1s & 2s White.	30,000 ft.
1"	No. 1 Com. White...	5,000 ft.
1"	Clr. Strips White ...	10,000 ft.
5/4"	No. 1 Com. White...	500 ft.
6/4"	No. 1 Com. White...	3,000 ft.
2"	No. 1 Com. White...	8,000 ft.
2"	1s & 2s White.	3,000 ft.

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, December 8, 1910 CHICAGO, ILL.

STOCK SHEET

BASSWOOD: 1,000 ft. 12/4 1st and 2nd; 3,000 ft. 10/4 and 12/4 1st and 2nd; 9,000 ft. 10/4 1st and 2nd; 14,000 ft. 8/4 No. 2 Common; 10,000 ft. 6/4 No. 1 Common; 5,000 ft. 6/4 No. 2 Common; 10,000 ft. 5/4 1st and 2nd; 15,000 ft. 5/4 No. 1 Common; 38,000 ft. 5/4 No. 2 Common; 300,000 ft. 4/4 No. 2 and Better, 40% 1st and 2nd, 35% No. 1 and 25% No. 2 Common; 100,000 ft. 5/4 No. 3 Common; 25,000 ft. 6/4 No. 3 Common; 250,000 ft. 5/4 No. 1 Common and Better; 175,000 ft. 6/4 No. 1 Common and Better; 50,000 ft. 8/4 No. 1 Common and Better.

WISCONSIN RED OAK: 1 car 10/4 No. 1 Common and Better, 75% 1st and 2nd; 1 car 8/4 No. 2 Common and Better, 50% 1st and 2nd; 3 cars 4/4 1st and 2nd; 3 cars 4/4 No. 1 Common. Very choice wide stock. Good lengths.

BIRCH: 1 car 8/4 1st and 2nd (red all in).

SOFT ELM: 3 cars 4/4 Log Run 25% 1st and 2nd, 50% No. 1 and 25% No. 2; 1 car 12/4 No. 1 Common and Better.

WHITE PINE: 1 car 1" D and Better, 8" and wider, full thickness; 2 cars 6/4 No. 2 Common and Better, 25% better than common; 5 cars No. 4 Boards full thickness.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

WE CUT OAK CHAIR STOCK, IMPLEMENT STOCK AND TIMBER TO YOUR ORDER

SCHULTZ, HOLLOWAY & CO.

277 DEARBORN ST.
CHICAGO

PHONE HARRISON 2340

FOR IMMEDIATE SHIPMENT

RED GUM

2 cars	1"	1's & 2's—12' 15% 10'
6 cars	1"	1's & 2's—10' to 16'
5 cars	1"	No. 1 Common.
4 cars	1¼"	1's & 2's
3 cars	1¼"	No. 1 Common
2 cars	1½"	1's & 2's
1 car	1½"	No. 1 Common
2 cars	2"	1's & 2's

SAP GUM

4 cars	1"	1's & 2's—12' 15% 10'
7 cars	1"	1's & 2's 10' to 16'
11 cars	1"	No. 1 Common
14 cars	1"	No. 2 Common
2 cars	1¼"	1's & 2's
6 cars	1¼"	No. 1 Common
4 cars	1½"	1's & 2's
3 cars	1½"	No. 1 Common
5 cars	2"	1's & 2's
2 cars	2"	No. 1 Common

COTTONWOOD

5 cars 4/4	1's & 2's—6" to 12"
4 cars 4/4	No. 1 Common
6 cars 4/4	No. 2 Common
1 car	Boxboards 13" to 17"

ELM

4 cars 4/4	Common & Better, Soft
2 cars 4/4	Log Run, Soft
1 car 6/4	Common & Better, Soft
2 cars 8/4	Common & Better, Soft

SOUND WORMY CHESTNUT

15 cars 4/4	4 cars 6/4
3 cars 5/4	3 cars 8/4

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

Hall & Sisson Lumber Company

218 La Salle Street, Chicago, Ill.

Telephone Main 3639
(Mills at Annadel, Tenn.)

WANTED

2 cars 2x6x8 Clear Oak.
7 cars 2x5½x7 Clear Oak.
25 cars 4/4 No. 2 Common Cottonwood.
20 cars 4/4 F's. & S's. Sap Gum.
3 cars 4/4 No. 1 Common Sap Gum.
20 cars 4/4 F's & S's. Poplar.
2 cars 8/4 F's. & S's. Hickory.
2 cars 16/4 F's. & S's. Ash.
2 cars 2x12-14 Poplar Sign Boards.

ALWAYS IN THE MARKET FOR

Red and White Oak, plain and ¼ sawed, in all grades and thicknesses.

Red and White Oak Dimension Stock for Car and Wagon Trade; Sawed and Hewn Ties.

FOR SALE

5 cars 4/4 F's. & S's. Poplar.
2 cars 8/4 F's. & S's. Poplar.
10 cars 4/4 F's. & S's. Plain Red and White Oak.
8 cars 4/4 No. 1 Common Plain Red and White Oak.
2 cars 12/4 Mixed Oak Bridge Plank.
6 cars 4/4 F's. & S's. Sap Gum.
4 cars 8/4 F's. & S's. Ash.
2 cars 12/4 F's. & S's. Ash.

MANUFACTURERS OF AND DEALERS IN SOUTHERN HARDWOODS

Car Dimension Stock a Specialty. We Buy Dimension Oak.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

WILL BUY A Few Cars of

Good Gum, Cottonwood, Red and White Oak, White Ash-all grades and thicknesses

Quote Best Prices F. O. B. Mill or Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange **CHICAGO** Phones Harrison 6440 Automatic 61377

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

Poplar Wagon Box Boards, 13 in. to 20 in. wide, 12 ft., 14 ft. and 16 ft.

Poplar Stock Boards, 2X14 in. to 16 in., 1 and 2 grade, 14 ft., 16 ft. and 18 ft. long.

Dry Hard Maple, 1 and 2 grade 1½ in. and 2 in. thick, standard lengths. Hard Maple, 3 cars Clear Stock, 3½x7X12 ft., to be sawed to order.

No. 1 Hard Maple Squares, 5x5 and 6x6, 5 ft., 6 ft., 10 ft., 12 ft.

No. 1 Poplar Squares, 8x8, 9x9 and 10x10, 12 ft. to 16 ft.

1 in. Red Oak, 1 and 2 grade, mostly 14 ft. and 16 ft.

1 in. Red Gum, 1 and 2 grade, 12 ft., with 10% 10 ft.

1½ in. Band Better Yellow Pine, 10 ft. to 20 ft., slight stain, no defect.

We would contract for following:

1 in. and thicker Birch, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, 8" and 10" widths only, 1 and 2 grade.

1½ in. and 2 in. No. 1 Common and Better Beech in car or cargo lots.

We would like to sell a car of **NORTHERN WHITE PINE** 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.

We are large handlers of **WESTERN WHITE PINE** all grades shop and better.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

1400-1410 CARROLL AVE.,

CHICAGO

JOHN S. HURD

Announces his Removal to New Offices at

851 MARQUETTE BLDG., CHICAGO

OAK, GUM, COTTONWOOD, CYPRESS, YELLOW PINE

Unexcelled stock from five Prominent Southern Mills. Prompt Shipments.

Straight Grades. Right Prices.

MAIL INQUIRIES **PHONE CENTRAL 3577**

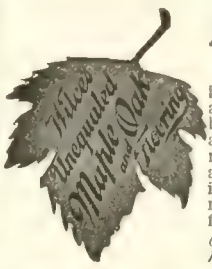
IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.

206 La Salle St.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

WHEELER-TIMLIN LUMBER COMPANY

Manufacturers and Wholesalers of

NORTHERN AND SOUTHERN HARDWOODS

WE WISH TO MOVE

5 Cars 1 in. No. 2 Com. and Better Black Ash.
1 Car 1¼ in. No. 2 Com. and Better Black Ash.
6 Cars 2 in. No. 1 Com. and Better Rock Elm.
2 Cars 1 in. No. 1 Com. and Bet. Qtd. Red Oak.
1 Car 6-4 in. 1's and 2's Plain Red Oak.
2 Cars 2 in. No. 1 Com. and Better Soft Elm.

FIRST NATIONAL BANK BUILDING, CHICAGO

WAUSAU, WISCONSIN

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

WE WANT TO BUY

Several cars 4-4 Fas Red Gum, 12 ft., 10 per cent 10 ft.
Several cars 4-4 Fas Sap Gum, 12 ft., 10 per cent 10 ft.
Several cars 6-4 No. 1 Common Plain White Oak.

Several cars 5-4, 4 inches and wider, Plain Red and White Oak, furn. dimension, 19 inches long.
Several cars 4-4, Quartered White Oak, 4 inches and wider, 19 inches long, bright sap no defect.

Above Must Be Well Manufactured and Equalized and Dry

D. W. BAIRD LUMBER COMPANY

414 FISHER BUILDING
CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn.,

ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bank Bldg., New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Bldg., Seattle
1104 Spalding Bldg., Portland

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Southern Hardwoods

Straight or Mixed Cars of Lumber or Lumber and Flooring

Nashville Hardwood Flooring Co.

MANUFACTURERS OF

"Acorn Brand"
OAK AND BIRCH FLOORING

"The Product de Luxe"

THE Davidson, Hicks & Greene Company

NASHVILLE, ∴ TENNESSEE

Southern Hardwoods, Poplar, Oak, Ash and Chestnut

DRY STOCK, STANDARD WIDTHS AND LENGTHS AND STRAIGHT GRADES

We furnish what we sell in every case. Correspondence solicited. Delivered prices any railway point in the United States or Canada.

W. J. Cude Land & Lumber Co

Stahlman Building, Nashville

Manufacturers of All Varieties of

SOUTHERN HARDWOODS

We Solicit the Patronage of Buyers who seek Fair Grades, Fair Measurement and Fair Treatment

Hunt, Washington & Smith

Nashville, Tenn.

SPECIAL PRICES ON OAK STRIPS

5 cars 1x2½ to 5½ Clear Face and Better Quartered White Oak Strips
2 " 1x4 in. and 4½ in. " " " "
2 " 1x5 in. and 5½ in. " " " "
1 car 1¾x2½ in. to 5½ in. " " " "
1 " 1½x2½ in. to 5½ in. " " " "
2 cars 1x2½ in. to 5½ in. Clear Face and Better Quartered Red Oak Strips
5 " 1x2½ in. to 5½ in. " " Plain White "
2 " 1x4½ in. to 5½ in. " " " " "
3 " 1x2½ in. to 5½ in. " " " " "
" " 1x4½ in. to 5½ in. " " " Red

Bone Dry Stock

Our Own Manufacture

3,000,000 ft. Quartered White and Red Oak
2,000,000 ft. Plain White and Red Oak
2,000,000 ft. Poplar
1,000,000 ft. Chestnut
1,000,000 ft. Hickory
1,000,000 ft. Tenn. Red Cedar, Walnut, Ash, etc.

LOVE, BOYD & CO.

NASHVILLE

IMMEDIATE DELIVERIES BANG UP GRADES

Southern Lumber & Mfg. Co.

Manufacturers'

Rough and Dressed Hardwood Lumber

Nashville, Tenn.

We want to move

3 Cars 5-4 in. 1s and 2s Quartered White Oak
5 Cars 5-4 in. No. 1 Common Quartered White Oak
3 Cars 5-4 in. Clear Strips Quartered White Oak
2 Cars 5-4 in. 1s and 2s Quartered Red Oak
5 Cars 4-4 in. No. 1 Common Ash
5 Cars 4-4 in. No. 2 Common Ash

LOUISVILLE THE HARDWOOD GATEWAY



PLAIN OAK, QUARTERED OAK, CHESTNUT, WALNUT, HICKORY, POPLAR, ASH, MAHOGANY.

THE PURPOSE OF THIS PAGE

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

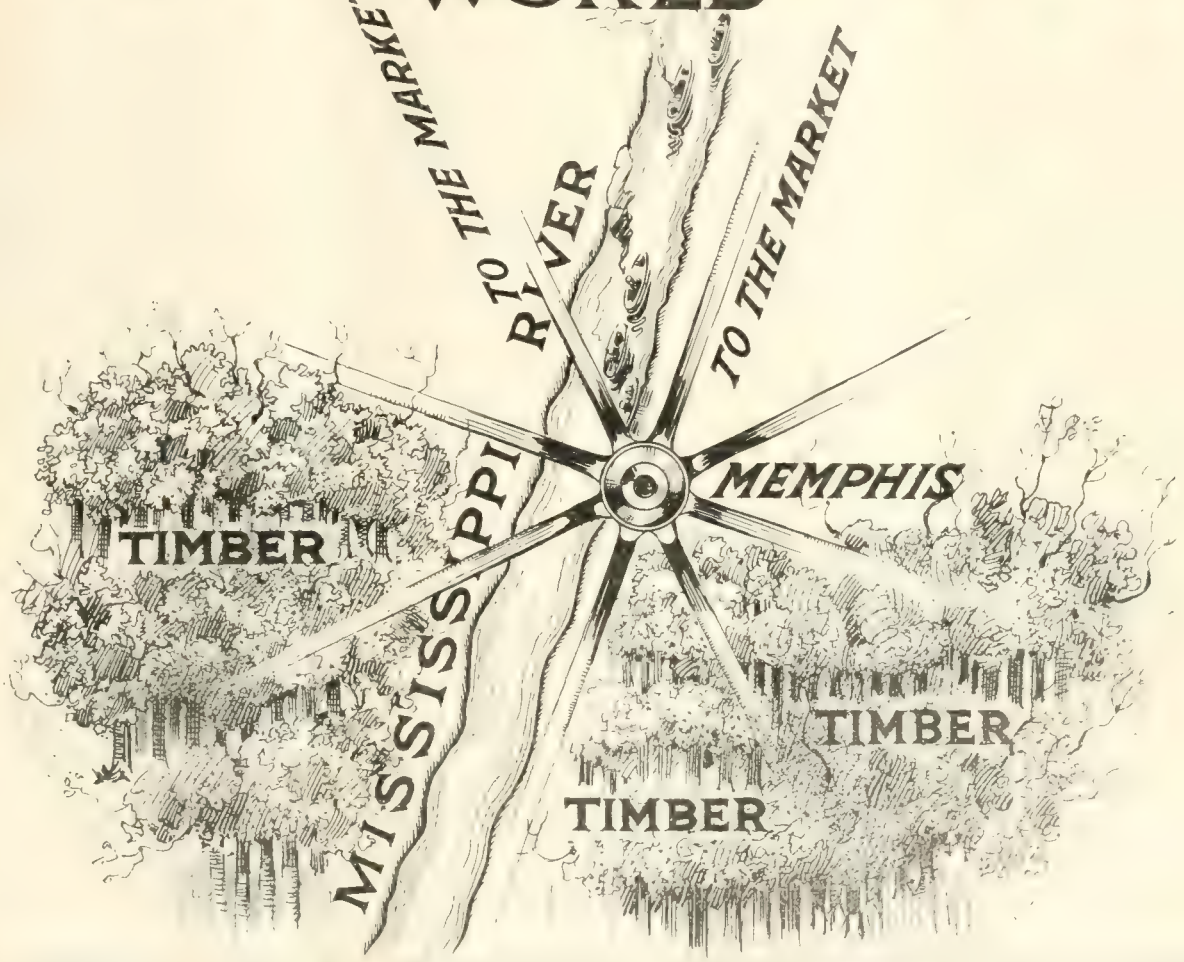
E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE

HARDWOOD

WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4" 1sts & 2nds 6" to 12" ..... 150,000'
4/4" No. 1 Common 4" and up ..... 200,000'
4/4" Box Boards 13" to 17" ..... 200,000'
4/4" Panel & Wide, No. 1, 21" and up .. 12,000'
4/4" Panel & Wide, No. 1, 18 to 20" ... 12,000'
4/4" 1sts & 2nds, 6" and up ..... 150,000'
6/4" 1sts & 2nds, 6" and up ..... 35,000'

SAP GUM

4/4" 1sts & 2nds 6" and up ..... 200,000'
5/4" 1sts & 2nds 6" and up ..... 150,000'
4/4" No. 1 Common, 4" and up ..... 75,000'
4/4" No. 1 Common 4" and up ..... 50,000'
4/4" Box Boards, 13" to 17" ..... 18,000'
4/4" Panel & Wide, No. 1, 21" and up... 50,000'

RED GUM

4/4" 1sts & 2nds ..... 50,000'
4/4" No. 1 Common ..... 100,000'
5/4" 1sts & 2nds ..... 25,000'
5/4" No. 1 Common ..... 100,000'
6/4" 1sts & 2nds ..... 12,000'
6/4" No. 1 Common ..... 6,500'
8/4" 1sts & 2nds ..... 25,000'
8/4" No. 1 Common ..... 16,000'

QUARTERED WHITE OAK

4/4" 1sts & 2nds ..... 3,500'
4/4" No. 1 Common ..... 25,000'
4/4" No. 2 Common ..... 25,000'

CYPRESS

5/4" No. 1 Shop & Better ..... 50,000'

PLAIN RED OAK

4/4" 1sts & 2nds ..... 15,000'
5/4" 1sts & 2nds ..... 21,000'
6/4" 1sts & 2nds ..... 25,000'
6/4" No. 1 Common ..... 12,000'
3/4" No. 1 Common & Better ..... 25,000'

PLAIN WHITE OAK

4/4" 1sts & 2nds ..... 50,000'
4/4" No. 1 Common ..... 35,000'
4/4" No. 2 Common ..... 25,000'

ELM

4/4" Log Run ..... 12,000'
6/4" Log Run ..... 25,000'

Above stock is all well manufactured—good widths and lengths—dry.
.....CAN SHIP IMMEDIATELY.....

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Miss.

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In. †We ship our No. 1 Common Quartered White Oak 6" & up wide.

1911

WHY NOT?

Turn Over a New Leaf

Send Us Your Inquiries

Everything in Southern Hardwoods

Band Sawn and Equalized, Gum, Cottonwood, Ash, Red and White Plain and Quartered Oak. Let us quote you on the following items:

10 cars 5-4 x 13 to 17 in. 1st and 2d Cottonwood
15 " 4-4 x 6 to 12 in. " " "
6 " 5-4 x 6 in. and up " " Sap Gum
7 " 6-4 x 6 in. " " " "
12 " 12-4 Log Run Southern Elm
2 " 4-4 x 18 in. and up 1st and 2d Poplar
2 cars 4-4 x 13 to 17 in. Bx. Bds. Poplar
17 " 4-4 No. 1 Common Plain Red Oak
4 " 5-4 " " " " "
5 " 6-4 " " " " "
7 " 8-4 " " " " "

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER MEMPHIS, TENN.

E. SONDHEIMER CO.'S BARGAIN LIST

If you are in need of any of the lumber listed below, we can make you very close prices on same as we are anxious to reduce our stock on these items.

400,000 ft. 4-4 in. No. 1 Com. Plain White Oak.
150,000 ft. 4-4 in. No. 1 Com. White Ash.
200,000 ft. 5-4 in. No. 1 Com. White Ash.
70,000 ft. 6-4 in. No. 2 Com. White Ash.
150,000 ft. 6-4 in. 1s and 2s Cypress.
200,000 ft. 6-4 in. Select Cypress.
300,000 ft. 4-4 in. No. 1 Com. Cypress.
150,000 ft. 6-4 in. No. 1 Com. Cypress.
100,000 ft. 8-4 in. No. 1 Com. Cypress.
200,000 ft. 4-4 in. 1s and 2s Sap Gum.
200,000 ft. 6-4 in. No. 1 Com. Sap Gum.
100,000 ft. 6-4 in. No. 2 Com. Cottonwood.
150,000 ft. 5-4 in. No. 1 Com. Gum.

E. SONDHEIMER COMPANY, MEMPHIS, TENN.

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

1 car 5/4 Quartered white oak C. & B. on grade
5 cars 4/4 quartered white oak 1sts and 2nds.
6 cars 4/4 quartered white oak No. 1 common.
4 cars 5/4 and 6/4 quartered white oak C. & B. on grade.
2 cars 4/4 quartered red oak C. & B. on grade.
6 cars 4/4 plain red oak C. & B. on grade
3 cars 5/4 and 6/4 plain red oak C. & B. on grade.
2 cars 4/4 plain white oak C. & B. on grade.
7 cars 4/4 Ash C. & B. on grade.
2 cars 5/4 Ash No. 1 common.
1 car each 10/4 and 12/4 Ash, 15% No. 1 common.
1 car 4/4 poplar No. 1 common.
1 car 4/4 and 5/4 Poplar sap.
1 car 2" Poplar No. 2 common.
4 cars 4/4 Red Gum C. & B. on grades.
1 car 4/4 Gum boxboards.
1 car 6/4 Rock Elm, log run.
1 car 6/4 Soft Elm, log run.
1 car 12/4 Soft Elm, C. & B.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JOHN M. WOODS & CO.

ASH — RED GUM — QUARTERED WHITE OAK
PLAIN OAK — COTTONWOOD — QUARTERED RED OAK
HICKORY

Special attention to mixed cars.
This means economical buying for you.

Wholesale Yard
MEMPHIS, TENN.

Main Office and Distributing Yard
EAST CAMBRIDGE, MASS.

Florence Pump & Lumber Co.

INCORPORATED

Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

FRANK MAY — RALPH MAY

MAY BROTHERS

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

MAIN OFFICE
MEMPHIS, TENNESSEE

MILLS (MEMPHIS, TENN.
(DUMAS, ARK.

W. E. Mossman, Pres. — W. C. Douglass, Vice-Pres.
F. G. Smith, Sec. and Treas.

The Mossman Lumber Co.

Manufacturers and Wholesalers of
All Kinds of Hardwood Lumber

Quartered White Oak and Yellow Poplar Specialties

Office: Cor. Moorehead Ave. and Belt Railway

Memphis, Tennessee

WE WANT TO MOVE AT ONCE

2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
car 4-4 1s and 2s Quartered Red Oak
car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
car 4-4 No.1 Common Poplar

We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
25,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
26,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK
12,000 ft. 4/4 No. 2 common.

PLAIN RED OAK
25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH
13,000 ft. 5/4 to 16/4 log run.

ELM
14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in

HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

HOLIDAY OFFERING

We offer the following Band Sawed Stock:

1 car 5-8 in. 1st and 2d Quartered White Oak.
1 car 5-8 in. No. 1 Common Quartered White Oak.
10 cars 4-4 in. 1st and 2d Quartered White Oak.
15 cars 4-4 in. No. 1 Common Quartered White Oak.
3 cars 4-4 in. No. 2 Common Quartered White Oak.
1 car 4-4 in. Clear Quartered White Oak Strips, 1½ in. to 2 in. wide.
3 cars 4-4 in. Com. Quartered White Oak Strips, 2½ in. to 5¼ in. wide.
1 car Scant 4-4 in. Common and Better Quartered White Oak.
1 car 4-4 in. No. 1 Common Quartered Red Oak.
1 car Scant 4-4 in. Common and Better Quartered Red Oak.
2 cars 3-4 in. No. 1 Common Plain Red Oak.
3 cars 4-4 in. No. 1 Common Plain Red Oak.
1 car 4-4 in. No. 2 Common Plain Red Oak.
10 cars 4-4 in. Mill Cull Oak.
1 car 4-4 in. 1st and 2d Cottonwood, 6 in. and up wide.
1 car 4-4 in. No. 2 Common Cottonwood.
1 car 4-4 in. No. 3 Common Cottonwood.
1 car 4-4 in. Common and Better Quartered Sycamore.
1 car 8-4 in. Common and Better Elm.

MEMPHIS SAW MILL COMPANY, Memphis, Tennessee

S. C. MAJOR LUMBER CO.

W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES

PLAIN AND QUARTERED OAK, ASH AND POPLAR

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.

152,765 ft. 1" No. 1 Common White.
52,947 " 1" " Red.

GUM.

31,000 ft. 1" 1st and 2nd Sap.
15,000 " 1" No. 1 Common Sap.
20,500 " 1" Box Boards, 13"-17".
5,750 " 1" 1st and 2d Sap, 18" and up.
16,500 " 1¼" 1st and 2nd Sap.
8,700 " 1¼" No. 1 Common Sap.
25,600 " 1½" 1st and 2nd Sap.
13,200 " 1 " 1st and 2nd Red.
8,200 " 1¼" 1st and 2nd Red.
2,300 " 1¼" No. 1 Common Red.

PLAIN OAK.

58,830 ft. 1" No. 3 Com. Red and White.
28,310 ft. 1" No. 2 Com. Red and White.
15,419 ft. 1" Sound Wormy Red and White.
102,592 ft. 1" No. 1 Common White.
146,569 " 1" No. 1 Common Red.
65,783 " 1¼" No. 1 Common Red.
26,637 " 1¼" No. 1 Common White.
19,492 " 1½" No. 1 Common White.

YELLOW CYPRESS.

15,310 ft. 1" 1st and 2nd.
39,758 " 1" Selects.
76,564 " 1" Shop.
15,750 " 2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

Darnell-Taenzer Lumber Co.

Manufacturers and Dealers in High Grade
HARDWOOD LUMBER

180,000 Ft. 3-8 in. Common Plain Red Oak.
45,000 " 1-2 in. 1 and 2 Qtd. Red Oak. 10 in. and Wider
40,000 " 5-8 in. 1 and 2 " " " 10 in. and Wider
10,000 " 5-4 in. 1 and 2 " " " 10 in. and Wider
24,000 " 1 in. 1 and 2 " " " 10 in and Wider
8,000 " 11-2 in. 1 and 2 " " " 10 in. and Wider
60,000 " 5-8 in. 1 and 2 Plain Red Oak. 12 in. and Wider
20,000 " 3-4 in. 1 and 2 " " " 12 in. and Wider
10,000 " 11-2 in. 1 and 2 " " " 12 in. and Wider
14,000 " 21-2 in. 1 and 2 Ash, 80% 12 Ft.
30,000 " 1 in. 1 and 2 Yellow Cypress, 18 in. and Wider
10,000 " 11-4 in. 1 and 2 " " 18 in. and Wider
12,000 " 11-2 in. 1 and 2 " " 18 in. and Wider
12,000 " 2 in. 1 and 2 " " 18 in. and Wider
20,000 " 1-2 in. 1 and 2 Qtd. White Oak, 10 in. and Wider
20,000 " 3-4 in. 1 and 2 " " " 10 in. and Wider

SAWED VENEER

We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

J. W. Thompson Lumber Company

MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

Goodlander-Robertson Lumber Co.

MEMPHIS, TENN.

POPLAR OAK HICKORY ASH

AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Stock List of Specials

00	M. ft.	4-4	1s and 2s	Sap	Gum
00	"	6-4	"	"	"
30	"	5-4	"	Red	"
30	"	6-4	"	"	"
1	"	6-4	No. 1 Common	Red	Gum
00	"	4-4	"	"	Poplar
50	"	5-4	"	"	"
00	"	6-4	"	"	"
80	"	8-4	"	"	"
00	"	4-4	No. 2	"	"
00	"	4-4	No. 3	"	"
00	"	4-4	No. 1	"	Pl. Oak
50	"	5-4	"	"	"
50	"	4-4 and 6-4	No. 2	Common	Ash
200	"	4-4	" 6-4 No. 3	"	"
00	"	4-4	S. W.	Chestnut	
80	"	5-4	"	"	
100	"	6-4	"	"	
50	"	8-4	"	"	

KENTUCKY LUMBER CO.

CINCINNATI MANUFACTURERS OHIO

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

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MILLS:
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HIGH GRADE POPLAR

Good Widths and Lengths

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100 M. feet 4-4-inch 1s and 2s Poplar.
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300 M. feet 4-4-inch No. 1 Common Poplar.
300 M. feet 4-4-inch No. 2 Common Poplar.

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Manufacturers and Wholesalers

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We are Specialists in

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Special list of stock we wish to move

200,000 ft. 1 in. No. 1 Common and 1st and 2d Chestnut
100,000 ft. 5-4 " " " " "
75,000 ft. 6-4 " " " " "
100,000 ft. 8-4 " " " " "
30,000 ft. 1 in. x 2½ in. to 5½ in. Clear Qtd. W. Oak Strips
15,000 ft. 5-4 in. 1st and 2d Poplar 15 in. to 17 in. Sap no Defect
100,000 ft. 1 in. No. 1 Common Plain White Oak
100,000 ft. 1 in. No. 1 " " Red " "
100,000 ft. 5-4 No. 1 Common and 1st and 2d Plain Red Oak
15,000 ft. 4 in. 1st and 2d White Ash
150,000 ft. 1 in. to 3 in. No. 1 Common White Ash

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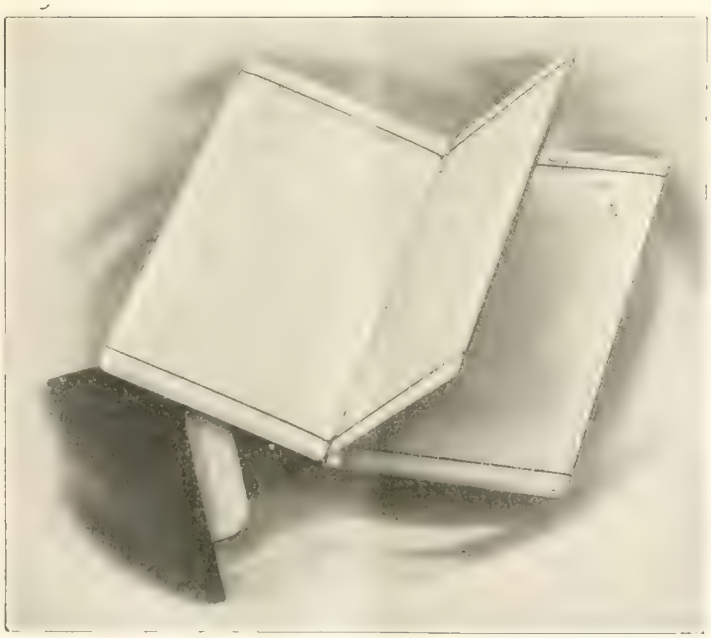
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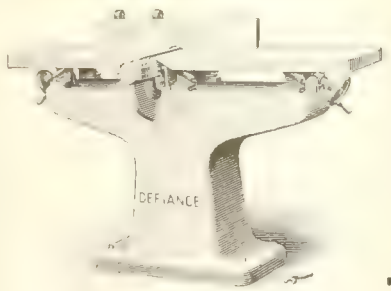
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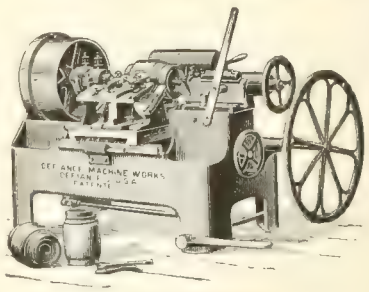
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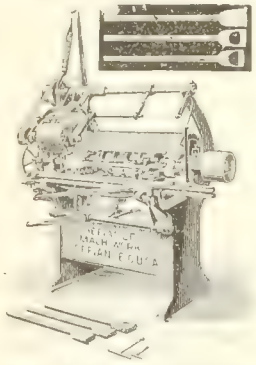
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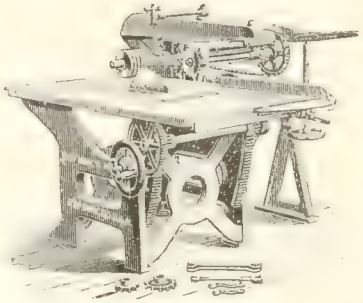

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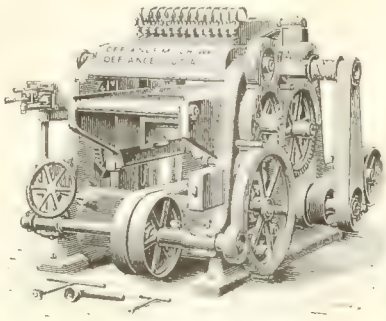
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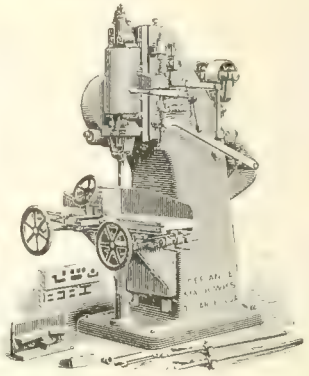
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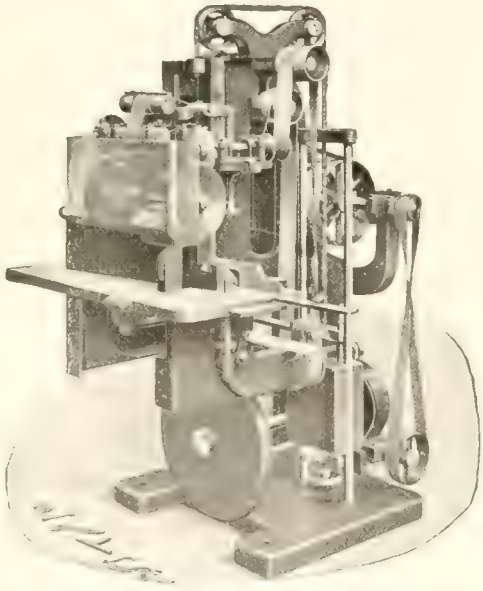

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26 in. Single Surfacer


No. 1 Hollow Chisel Mortiser

A WORD WITH THE FLOORING MANUFACTURER


NO. 248 UNIVERSAL END MATCHER

If we could show you an **END MATCHER** that would increase your earnings and profits, you would grasp the opportunity, wouldn't you?

If we could show you an END MATCHER that would Sort, Butt and End Match at the same time without turning the flooring end for end, wouldn't it be worth your while to investigate?

THE MACHINE WE HAVE REFERENCE TO IS OUR

NEW NO. 248 UNIVERSAL END MATCHER

This is a brand new machine and is recognized by experienced flooring manufacturers as the most desirable and convenient machine on the market.

The flooring is worked on edge and held in a stationary position by an automatic clamp, insuring perfectly square ends. Each piece of flooring is passed from one operator to the other as it is finished without interfering with the work of either, thus facilitating the work and keeping the tables clear at all times.

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SOFTWOODS HARDWOODS SHINGLES

STEVENS-EATON COMPANY

1 Madison Ave., New York

We want to move at once

150,000 feet 4-4 No. 2 A Common Poplar
60,000 feet 5-4 No. 2 A Common Poplar
70,000 feet 4-4 No. 1 Common Ash
40,000 feet 5-4 No. 1 Common Ash
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140,000 feet 8-4 Sound Wormy Chestnut
50,000 feet 4-4 No. 1 Com. and Bet. Sound Wormy White Oak

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CYPRESS AND HARDWOOD LUMBER

WE WANT TO MOVE

100,000 feet 4x4 No. 1 Shop Cypress
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100,000 feet 6x4 No. 1 Shop Cypress
100,000 " 8x4 " " "
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Manufacturers and Wholesalers of **HARDWOOD LUMBER**

We want to contract for 200 M feet of 3" Firsts and Seconds Strict A White Oak, 75% 14' and 16' lengths. Will take a small percentage of Select Common, and will take it sixty days only. Also 5 cars of 4/4 No. 1 Common Chestnut and 5 cars 4/4 Kiln Dried Sound Wormy Chestnut.

J. S. RICHARDS LUMBER COMPANY

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Kiln Dried Hardwoods a Specialty

MR. MILL MAN:—Send me your latest stock sheets, for cash, less 2%

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FOR THE

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"Costs a little more than the ordinary grade, but in the end is cheaper."

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Northern and Southern Hardwoods

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Mills at: Swanton, East Fairfield
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Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

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Also Have Other Mills Under Contract

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Mixed car shipments including Oak Flooring our specialty

We are long on

No. 1 Common Oak Flooring

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Manufacturers and Wholesalers of All Kinds of

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West Virginia Spruce and Hemlock : Long and Short Leaf Pine : Virginia Framing

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4-4 Wide Panel Poplar **Oak Bill Timber** **Hemlock.**

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
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75,000 feet 4-4, 1s and 2s Quartered Oak; 150,000 feet 4-4, No. 1 Common Quartered White Oak. One car 5-4, 1s and 2s Basswood.

We make a Specialty of Poplar, Oak, Chestnut, Ash

Land Title Building - - Philadelphia, Pa.

FOR SALE

54,000'	4-4 poplar 1s and 2s, 7 to 17".	12,000'	4-4 quartered oak No. 1 Com.
26,000'	4-4 poplar No. 1 & panel, 18 to 33".	23,000'	4-4 quartered oak No. 2 Com.
32,000'	4-4 poplar clear bright saps.	51,000'	4-4 chestnut 1s and 2s.
60,000'	4-4 poplar No. 1 Com.	54,000'	4-4 chestnut No. 1 Com.
100,000'	4-4 poplar No. 2 Com.	430,000'	4-4 chestnut sound wormy.
20,000'	4-4 poplar box bds., 13 to 17".	435,000'	4-4 chestnut No. 3 Com.
15,000'	4-4 poplar box bds., 6 to 12".	80,000'	6-4 chestnut sound wormy.
28,000'	4-4 quar. poplar 1s and 2s.	220,000'	8-4 chestnut sound wormy.
80,000'	4-4 quar. poplar No. 1 Com.	50,000'	4-4 quartered chestnut sound wormy.
32,000'	4-4 quar. poplar No. 2 Com.	60,000'	4-4 birch log run.
50,000'	4-4 plain oak 1s and 2s.	80,000'	4-4 basswood log run.
40,000'	4-4 plain oak No. 1 Com.	24,000'	4-4 soft maple log run.
22,000'	4-4 plain oak No. 2 Com.	26,000'	6-4 hickory log run, 12, 14 and 16'.
100,000'	8-4 sound oak, 10" & over wide.	22,000'	6-4 hickory log run, 9'.
37,000'	4-4 wormy oak.	40,000'	4-4 ash log run.
15,000'	4-4 quartered oak 1s and 2s.	24,000'	4-4 clear hemlock log run.
		50,000'	4-4 beech log run.
		15,000'	4-4 butternut log run.
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WE WANT:

Quartered Red and White Oak, all grades, 4-4 to 8-4
4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cyyress
Log Run Basswood

TOMB LUMBER COMPANY

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We want to move —

100,000 ft	Band Sawed Chestnut Sound Wormy	100,000 ft	4-4 Chestnut, Sound Wormy
100,000 "	5-4 " " "	100,000 "	8-4 " " "

from our own mills in West Virginia

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THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in No. 2 Common 8-4 Quartered White Oak and All Grades of Poplar and Other Hardwoods.

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QUARTERED WHITE OAK

NICE FLAKY STUFF

WE ARE IN THE MARKET FOR

4-4, 6-4, 8-4, 10-4 and 12-4 Log Run Maple, M. C. O.
4-4, 5-4 and 6-4 Common and Better Red Gum
4-4 and 5-4 Common and Better Sap Gum
4-4 and 5-4 Common and Better Chestnut
4-4 Common and Better Oak

RICHTER LUMBER COMPANY,

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FLOYD-OLMSTEAD COMPANY

HARDWOODS WHITE PINE

FOR SALE

5 cars 4-4 No. 1 Common Poplar
2 cars 4-4 Com. and Bet. Chestnut
1 car 4-4 Com. and Bet. Qtd. Mountain Oak
1 car 6-4 1 and 2 Red Oak

307 BULLETIN BLDG., Philadelphia, Pa.

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NEW HAVEN, CONN.

We are overstocked on the following and are prepared to make

ATTRACTIVE PRICES

8-4 Common and Better Quartered Mountain Oak
4-4 No. 1 Common White Ash
6-4 and 8-4 Sound Wormy Chestnut

WANTED—Orders for Chestnut Ties, and Red Oak Ties. In position to get out large quantities.

MILLS at
Glenray, W. Va.
C. & O. R. R.

D. B. CURLL
Real Estate Trust Bldg.,
PHILADELPHIA, Pa.

Our specialty is quartered white oak in lumber and sawed veneers. We have a well rounded out stock of oak, ash, poplar, walnut, hickory, etc., and give particular attention to mixed carload shipments.

At present we would call attention particularly to 150,000 ft. of 6-4 bone dry quartered white oak, 100,000 ft. 8-4 good ash, 50,000 ft. 16-4 good ash.

If you want special sizes in thin quartered white oak, write us for quotations.

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New Albany, Indiana

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Can Write Fire Insurance on HARDWOOD for less than the regular agency companies.
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WRITE TO
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MANUFACTURERS OF
Forman's Famous Flooring
OAK AND MAPLE
Faultless Grades, Perfect Milling, Quick Shipment and Reasonable Prices

OAK FLOORING
Kiln-Dried Bored Polished
HARDWOOD LUMBER — OAK FLOORING — BOX SHOOKS — CARRIER LUMBER & MFG. CO. SARDIS MISS. — BENT WOODWORK — ROTARY CUT VENEER
Hollow Backed and Bundled

POPLAR BOX BOARDS
100,000' 13" to 17" wide
50,000' 8" to 12" wide
PLAIN RED OAK
250,000' 3/4" 1sts and 2nds
200,000' 3/4" No. 1 Common
LET US QUOTE YOU
RUSSE & BURGESS
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"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries
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CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.
MANUFACTURERS OF
HARDWOOD LUMBER
"St. Francis Basin Red Gum Our Specialty"
WE HAVE FOR IMMEDIATE SHIPMENT
100,000 feet 1¼ inch 1st and 2d Clear Red Gum
100,000 feet 1¼ inch No. 1 Common Red Gum
150,000 feet 1½ inch No. 1 Common Red Gum
100,000 feet 3 inch 1st and 2d Clear Red Gum
Bone Dry
Write Us for Prices on Anything in Hardwood Lumber
148 Carroll Street, ST. LOUIS, MO.

Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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THE HARDWOOD COMPANY

HENRY H. GIBSON, President LOUIS L. JACQUES, Sec'y and Treas.

Sixth Floor, Ellsworth Bldg., 355 Dearborn Street, Chicago, Ill.

Telephones Harrison 8086-8087-8088

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Coming Association Meetings

MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION

The mid-winter meeting of this association will be held at the Pontchartrain Hotel, Detroit, Mich., on Thursday, January 26, 1911.

C. A. BIGELOW, President. J. C. KNOX, Secretary.

NORTHERN HEMLOCK AND HARDWOOD MANUFACTURERS' ASSOCIATION

The next annual meeting of this association will be held at the Hotel Pfister, Milwaukee, Wis., on Tuesday, January 31, 1911.

W. C. LANDON, President. R. S. KELLOGG, Secretary.

HARDWOOD MANUFACTURERS' ASSOCIATION OF THE UNITED STATES

The ninth annual meeting of this association will be held at the Sinton Hotel, Cincinnati, Ohio, on Tuesday and Wednesday, January 31 and February 1, 1911.

R. M. CARRIER, President. LEWIS DOSTER, Secretary.

NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The nineteenth annual meeting of this association will be held on Wednesday and Thursday, March 1 and 2, 1911, at the New Willard Hotel, Washington, D. C.

R. W. HIGBIE, President. E. F. PERRY, Secretary.

General Market Conditions

While there is no tobacco-cade activity in hardwood transactions thus far this month, the fact cannot be gainsaid that trade is fully seasonable. From the fact that there was rather an unusual heavy hardwood purchasing in December, it seems to have been argued on the part of many that January should start off with large requisitions. On the contrary, trade is just about at a normal stage for this month and buyers are only placing orders to replenish stock for current needs.

Holders of hardwoods can expect very little trade from the furniture manufacturers until after the close of their January sales season. Reports from the two big expositions at Chicago and Grand Rapids are somewhat disappointing from the fact that up to this time the aggregate of sales is not equal to that of a year ago, and as a consequence there will not be the immediate large demand from the furniture manufacturing trade that was anticipated. These manufacturers are optimistic, and believe that a larger volume of business will be secured as the season advances and that they will be in the market for large quantities of lumber.

The general building trade is showing but a small decline in commercial centers and a good volume of business can be expected from that source.

The maple flooring manufacturers are busy, and the oak flooring trade is in a fairly satisfactory condition.

Veneer producers report a fair volume of business, with a slight accretion in price.

Mahogany and other foreign woods remain normal. There is a steady demand running into a fair volume, with no change in price.

During the last month there has been an unusually large sale to the box trade in the coarse grades of poplar, cottonwood and some other varieties of hardwoods, and a considerable quantity of low grade pine has also been sold. It would look as though the box people could see considerable business in sight.

On the whole, the general hardwood situation is promising, and with the advance of the year, it is fully expected there will be a settling down to a good, steady and satisfactory trade.

The Business Prospects for the Year

While the January business in hardwoods has not started off with the activity it did a year ago, there is nothing menacing in the situation. Trade is distinctly seasonable. There is little or no opportunity right now for jobbers or large consumers to make purchases that have very much speculative value. Desirable stocks of hardwoods in first hands are remarkably short and there is no evidence that the quantity of lumber in shipping shape will be very much augmented for months to come. There is very little disposition on the part of manufacturers to increase output.

It must be recalled that in the general trend of lumber values covering both building woods and hardwoods, prices are ranging pretty low. As a matter of fact, the general run of lumber prices has not recovered since the marked decline of 1907.

The values on Pacific coast lumber, yellow pine, hemlock and coarse grades of hardwoods are so low that there is no profit in their manufacture. On the other hand, No. 1 common and better in nearly every variety of hardwoods has shown a satisfactory advance in value and is growing scarcer as time progresses.

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It is probable that there will never be as good an opportunity to buy the general run of lumber as at present. It goes without saying that higher grades of hardwoods will continue to materially advance.

It is manifest that general business throughout the country is largely following the trend of the iron and steel trade. There is comparatively little activity in it, and there has been a decline in general demand of all lines of manufactured products since the first of the year. The steel mills have only a very moderate amount of advance business booked, and on some hands it is believed that there will be a decline in steel values before many heavy orders are placed.

The general financial situation is fairly good. Banks are accumulating reserves and money is comparatively easy. Collections have been decidedly better during the month.

Even the optimist cannot hope for any remarkable activity in the hardwood trade for some months to come, but, from general conditions, it is manifest that there will be a steady and fairly satisfactory business done for the next few months, with prospects of accelerating strength in general commercial affairs as the year advances.

The prospects for 1911, on the whole, are mighty good, and the people who are alive to opportunities and thoroughly hustle the development of their business surely will not be disappointed in the outcome of the year.

New National Financial Plans

The plan of national financial, currency and banking reform proposed by Senator Aldrich has now been widely discussed and generally in a favorable vein. Some of the largest financial institutions in the country think the plan eminently suitable and fit. The details are, perhaps, bewildering to the layman, who knows very little about the machinery of banking. Summarily speaking, the plan greatly broadens the powers of national banks and greatly more than at present provides for the concentration of banking power by a proposed national association, which shall have authority that will descend through the entire fabric to all national banks. It is a complicated piece of machinery and proves up well enough in theory.

The banking problem in this country is at bottom a moral one. In the past it has been the use that was made of the country's credit resources rather than any fundamental fault in the currency system that has caused most of the trouble. New York and Chicago banks acquiring custody of an enormous amount of interior bank balances by the expedient of paying interest thereon, instead of building up a large surplus reserve against the annual crop movement, lend out that money at low rates of interest to speculators who have bulled the stock and provision markets. Then when the country wants its money, it is called away from the speculators, who, having got their hands full of securities at elevated prices, bid higher for the money they require, and thus, notably in New York, one often sees the scandal of twenty, thirty or even a hundred per cent call money.

Undeniably, the bane of the country for a good many years has been speculative banking. It is not to be expected that bankers will take a philanthropic view of their business, but it is expected that they will treat the custody of the country's idle funds as a trust. Instead, they often use these funds in speculation and work rather for their own dividends than for the stability of financial conditions.

It is doubtful if any system devised by Senator Aldrich or anyone else could of itself influence or oblige the banking fraternity to take a less selfish view of the banking business. Commercial borrowers know how often they suffer in competition with the speculative element. The speculator can afford to pay more than anyone else for money, and when he is bidding very high rates the banks will lend him money on stock exchange collateral which commercial borrowers ought to have.

A WISH

Let me live in my house by the side
of the road,
Where the race of men go by,
They are good, they are bad, they are
weak, they are strong,
Wise, foolish:—so am I.
Then why should I sit in the
scorner's seat,
Or hurl the cynic's ban?
Let me live in my house by the side
of the road,
And be a friend of man.

Sam Walter Foss

Coming Association Meetings

Plans are now fully completed for the big conclave of hardwood lumbermen at the ninth annual meeting of the Hardwood Manufacturers' Association of the United States, to be held at the Sinton Hotel, Cincinnati, on January 31 and February 1. Secretary Doster reports there is every prospect that the attendance on the part of hardwood manufacturers, merchants and wholesale consumers will exceed even the record-breaking meeting of a year ago.

It is known that matters of vast importance to all elements of the trade are to be taken up and thoroughly thrashed out at this meeting, and right now there is more than ordinary interest in arriving at a close community of understanding between all divisions of the trade.

This annual of the Hardwood Manufacturers' Association certainly should be worthy of the attendance of every man interested in hardwood production, merchandising or consumption.

At the last meeting of the Board of Trustees of the National Lumber Dealers' Association, that sterling organization with headquarters at New York, it was voted that its nineteenth annual meeting should be held at the New Willard Hotel, Washington, D. C., on Wednesday and Thursday, March 1 and 2. Secretary Perry suggests that advance reservations be made at the hotel in order to secure desirable accommodations.

Advance information, made through a postal card vote, indicates that the meeting this year will be very largely attended, as many matters of importance will come up before the members.

Although quite a number of suggestions, covering necessary discussion and legislation, have been presented to the secretary, he invites the members to advance others that may be presented at the meeting. All special problems which members desire to have brought before the convention should be communicated to the secretary promptly, in order that they may be placed with the proper committees for action and recommendation.

This meeting, with its alluring entertainment and banquet features, is a favorite with a large contingent of lumbermen, and it goes without saying that the forthcoming one will be no exception to the general rule.

The mid-winter meeting of the Michigan Hardwood Manufacturers' Association is to be held at the Pontchartrain Hotel, Detroit, on Thursday, January 26. From the interest manifested, it will prob-

ably call out the attendance of nearly the totality of the association membership. This organization is one of the strictly live wire associations of the country, and is doing much good not only for the Michigan trade but for the hardwood industry the country over.

The annual meeting of the Northern Hemlock & Hardwood Manufacturers' Association, made up largely of the Wisconsin contingent, will be held at the Hotel Pfister, Milwaukee, on Tuesday, January 31. This promises to secure the attendance of the larger portion of the hemlock and hardwood producers of the section of the field it covers, as many matters of importance will come before the meeting.

Forest Fires

The RECORD is in receipt of a letter from that dean of forest students and foremost timber land factors, James D. Lacey, head of the Chicago, New Orleans and Pacific coast house of James D. Lacey & Co., in which he most pertinently and logically suggests that one of the most important subjects for hardwood associations to take up at the present time is a vigorous policy in securing the enactment of more rigid laws and the enforcement of them, for protection against forest fires in the hardwood sections of the South, particularly in the mountainous regions, where it means a great fight to save timber and prevent the destruction of the wood growth by reckless firing for any kind of purpose from a squirrel hunt up.

He recites that last year a fire was lighted on the Tennessee side adjoining his operations in North Carolina, and the blaze spread to one of his old slashings, requiring the efforts of the entire mill and woods crew for three days and nights to prevent its spreading to his operations and get it extinguished. He says that two years ago, when the Vanderbilt woods were so badly burned, he saw a large area of young forest growth of hickory, ash, oak and other hardwoods burned to a crisp in the same manner, through a fire that was started by some squirrel hunters. This timber, if protected from fire, would, in the next decade or two, have been valuable for lumber purposes.

Mr. Lacey contends that if good laws were enacted and their enforcement insisted upon, many of the larger companies could successfully cut their mature timber and hold their stand of young growth, which would leave a permanent forest, both for the protection of the water sheds and to furnish merchantable lumber in years to come. He says that, to his mind, after watching the result of these fires, the most important work for hardwood associations is to urge the passing of stringent laws, and after such laws are enacted the public must be educated to realize that the destruction of timber means a distinct personal loss to them as well as to posterity for actual value that cannot be reproduced.

Mr. Lacey's suggestion is one of paramount importance and should be vigorously taken up by the hardwood associations.

The citations that he makes of timber fire losses in the mountain regions, not only in the Appalachians, but in the West as well, are only instances of numerous heart-rending calamities that the forest areas have sustained for many years in the past and which are apparently increasing in destructiveness as time progresses. It is time for lumbermen in all branches of the trade to thoroughly organize and appeal to state legislative bodies for suitable enactment, and beyond that install a systematic way of education in seeing that the laws are fully observed.

The Hardwood Sales Managers' Conference

There is a manifest increasing interest in the forthcoming conference of hardwood sales managers, to be held at the Auditorium Hotel, Chicago, on Thursday, February 23. It now looks as though the meeting would call out the attendance of sales managers of nearly every important hardwood manufacturing and merchandising house in the country, as well as that of many of the lesser factors in the trade.

Among other suggestions that have been presented for discussion at this meeting is the idea one correspondent conveys that traveling salesmen should be invited to attend this meeting for the educational matters which will be presented, as he figures that salesmen should be supplied with all the information possible to assist them in their work as they plod the "cinder paths" every day. He thinks also that a good many salesmen could give valuable pointers from personal experience on marketing, credits, terms, etc., and will be able to supply the proposed organization with many "nuts to crack" in the shape of the difficult obstacles that sales managers can assist them to surmount.

Another correspondent suggests that at the meeting some arrangements should be made to prevent the padding of stock sheets. He says that while the selling price of hardwoods is regulated by the law of supply and demand, an erroneous impression is given to consumers of lumber by reason of the large stocks of certain items that many manufacturers and wholesalers seem to be carrying. He urges that if every manufacturer and wholesaler would make it a point to list just as little of each grade, thickness and kind as consistent to secure inquiries for his stock, instead of stretching the amount, it would make a vast difference in the apparent supply. He recites that if a consumer would refer to a copy of "Lumber Stocks" or "Hitchcock's Stock List," he would think that lumber was never more plentiful, and the tendency would be strong to beat down the price and postpone buying.

The same writer also suggests that a thorn in the side of the manufacturers and legitimate wholesalers is the demoralizing influence of the commission man and scalper.

Several other very pertinent suggestions have been presented to HARDWOOD RECORD for handling at this meeting. These will all be classified and presented at the proper time.

The call, published in HARDWOOD RECORD of January 10 issue, is herewith repeated.

Call for Conference Hardwood Lumber Sales Managers

Believing that a conference of those having in charge the marketing of hardwoods would be of manifest advantage to lumber sales managers, the undersigned subscribe their names to a call for a meeting of all interested in the wholesale marketing of hardwood lumber to be held at the Auditorium Hotel, Chicago, on Thursday, February 23, 1911, at 10 a. m.

The objects of this meeting are:

First: To perfect either a temporary or permanent hardwood sales managers' association.

Second: To adopt a logical set of rules covering trade ethics under which buying and selling transactions may be conducted on a uniform basis.

Third: To agree on terms of sale.

Fourth: To get at a systematic way of handling the work of traveling salesmen.

Fifth: Discussion of methods of exploitation and advertising.

Sixth: To make plans for exchange of credit information.

Seventh: To work out a uniform plan covering lumber weights; uniform forms for making claims; analyzing loading rules and classifications; forms for the tracing of shipments and other matters pertaining to shipments.

Eighth: And all other matters pertaining to the marketing of hardwoods that shall appeal to anyone as pertinent and valuable to the trade.

It is understood that this conference is to be executive in character, and that no portion of the proceedings will be released for publication save as authorized by the convention through its secretary.

R. A. Chambers, Enochs-Chambers Lumber Company, Jackson, Miss.
Chapin L. Barr, Whiting Lumber Company. Philadelphia, Pa.
R. McCracken, Kentucky Lumber Company, Cincinnati, O.
E. W. Bartholomew, J. B. Ransom & Co., Nashville, Tenn.
W. W. Dings, Garetson-Greason Lumber Company, St. Louis, Mo.
L. Frank, Southern Lumber & Manufacturing Company, Nashville, Tenn.
T. R. Le Sueur, W. J. Cude Land & Lumber Company, Nashville, Tenn.
W. H. Greble, Three States Lumber Company, Memphis, Tenn.
C. L. Harrison, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.
C. E. Ingalls, C. L. Willey, Chicago, Ill.
J. W. Mayhew, W. M. Ritter Lumber Company, Columbus, O.
F. J. Roys, Fullerton-Powell Hardwood Lumber Company, South Bend, Ind.

H. S. Hayden, Hayden & Westcott Lumber Company, Chicago, Ill.
J. Gibson McIlvain, Jr., J. Gibson McIlvain & Co., Philadelphia, Pa.
A. G. Fritchey, Lamb-Fish Lumber Company, Charleston, Miss.
C. M. Clark, Swann-Day Lumber Company, Cincinnati, O.
W. B. Earle, Wisconsin Land & Lumber Company, Hermansville, Mich..
W. D. Young, W. D. Young & Co., Bay City, Mich.
L. W. Crow, Mears-Slayton Lumber Company, Chicago, Ill.
E. A. Lang, Paepcke-Leicht Lumber Company, Chicago, Ill.
F. M. Mowbray, Mowbray & Robinson, Cincinnati, O.
F. B. Robertson, Anderson-Tully Co., Memphis, Tenn.
George D. Burgess, Russe & Burgess, Memphis, Tenn.
Van B. Perrine, Perrine-Armstrong Company, Fort Wayne, Ind.
Thomas W. Fry, Charles F. Luehrmann Hardwood Lumber Company, St. Louis, Mo.
A. P. Steele, Carrier Lumber & Manufacturing Company, Sardis, Miss.
J. J. Linehan, Linehan Lumber Company, Pittsburg, Pa.
T. S. Estabrook, Estabrook-Skeele Lumber Company, Chicago, Ill.
J. W. Taylor, The Domestic Lumber Company, Columbus, O.
Charles E. Dickinson, E. Sondheimer Company, Memphis, Tenn.
I. F. Balsley, Palmer & Semens Lumber Company, Pittsburg, Pa.
M. F. Greene, Davidson, Hicks & Greene Company, Nashville, Tenn.
W. J. Mingus, Mingus & Rutter, Philadelphia, Pa.
H. E. Schadt, The Hyde Lumber Co., South Bend, Ind.

Morality in Business

The Timber Trades Journal of England, in a contributed article, strikes a chord which should be in direct harmony not only with British import, but with the American lumber business as well. The writer claims that the present uncertainty is a product rather of too much business than too little. He says in part:

> There has been little or no diminution in the number of failures during the past twelve months, and the timber trade has by no means escaped. The causes of these business disasters are numerous, in spite of the stereotyped ones generally given, viz., bad trade and want of capital; and it is with one of the causes not usually admitted that I propose to deal.
>
> Several instances have come to light recently in which the people concerned could not blame lack of orders, and for years had quite sufficient money to carry on a legitimate business. In fact, some of them have been doing a very large trade right up to the time of their failure, and indications are not wanting to show that their ambition has been to present a big import list and otherwise carry on an extensive business. To accomplish this they have imported goods without any reasonable prospects of selling them at a profit, neither has their outlet been such as to justify them in putting the goods into stock. And here comes the chief cause for my complaint. Instead of being content with a legitimate turnover and curtailment of their purchases within measurable distance of profitable sales, they have lost their heads and continued to buy largely long after their finances have been exhausted, with the result that the day of reckoning has come, and it has found them owing huge sums of money right and left, and that they have, in reality, been carrying on their business with their creditors' money. Not only that, but they have actually been competing against those to whom the money belongs.

How many supposedly successful firms in our own country are doing business along these very lines today? Their very existence depends upon the large volume of sales, for it is a prerequisite under their method of trading that they be considered large buyers. As soon as they evince a tendency to substitute for this policy a more logical method of acquiring stock, more in accordance with the law of supply and demand, their unique reputation is shattered. As a consequence, they must maintain an extensive office equipment and force, must keep constantly in the market for large volumes of stock, which, when they are acquired, are of necessity dumped on the market without reasonable regard for the question of profit or loss. They not only work against their own interest, but work a hardship on many a lumberman endeavoring to do a legitimate business. It is this same method, the practice of selling short, which gives to the modern stock exchange the reputation for speculation and uncertainty, which it bears today. Fundamentally, there is nothing illegitimate in trading in stock, but it is the practice of selling short in the stock market which puts the business on the basis of a speculation.

Helping Their Clients Save Money

That foremost lumber insurance organization, the Manufacturing Lumbermen's Underwriters of Kansas City, Mo., of which Harry Rankin & Co. are managers, is constantly lending its efforts to assisting its patrons in saving money on insurance cost. Just now Harry Rankin & Co. are suggesting to their members the value of making weekly inspections of their own plants and forwarding copies of these reports to the company. The plan has already been adopted by quite a number of their clients.

Harry Rankin & Co. believe that if this plan is carried out by the entire membership, it will result in such a reduction of the fire risk as to make each one an even greater saving in the cost of their insurance than has resulted from the regular but less frequent inspections made by the company's representatives.

In connection with this suggestion there has been sent out a pamphlet entitled "Inspection Hints," for the guidance of each institution's own inspectors. Accompanying it is an inspection blank designed to fit the average plant, but special blanks are furnished on request. Each report of the company's inspectors will be employed as a check upon and supplementary to the last previous reports of the individual concern's inspector. It is figured that by such co-operation every plant can doubtless be kept in practically perfect condition and approximately free from fire hazard.

The Manufacturing Lumbermen's Underwriters, under the managament of Harry Rankin & Co., has achieved a very enviable success in lumber insurance annals. Its own savings to its members are too well known to be elaborated on at this time, and the increasing business of the organization is a self-evident fact that the company's clients are thoroughly satisfied with the handling of their insurance.

Lumber Sales Cost

It is doubtful if any commodity going into universal use is marketed on as low a percentage of cost as is lumber. In other words, a buyer of lumber gets nearer one hundred per cent of value in material purchased than he does in securing anything else that he might buy. It is generally conceded that when a man pays three thousand dollars for an automobile he secures only about fifteen hundred dollars' worth of automobile and the remainder of the expenditure has gone for exploitation and sales cost. A manufacturer of a leading line of merchandise purchased very extensively by the lumber manufacturing trade confessed to the RECORD a few days ago that his advertising sales and distribution cost was nearly equal to his manufacturing cost.

It does not require a blue print to demonstrate that a large number of the food products on the market today represents in retail price much less than fifty per cent of producing cost, while the remainder has entered into advertising and sales expenses. Beyond question the cheapest sales method that can be employed is advertising, when the money is judiciously expended. It is possible that lumbermen are overlooking the possibilities of investing more money in general advertising and exploitation expense. Think of the money being expended today by railroads, notably in the daily and magazine press, in exploiting not only their passenger, but their freight service as well. Think of the money that is expended by the packing industry, soap manufacturers, furniture manufacturers and other chief lines of production in exploiting their lines of product.

Sales expense in every line has materially increased during the past few years. A prominent manufacturer advised the RECORD some seven years ago that his sales expenses on lumber for the year previous had been nineteen cents a thousand. A short time ago he was reminded of this statement and asked what his sales expense account figured in 1910. He said: "It was a good deal nearer one dollar and nineteen cents than nineteen cents."

Still the initial statement of this article is undeniably true, that it is doubtful if there is any commodity going into general use where the percentage of sales cost is as low as it is on lumber.

Sales expense in lumber ranges from one to possibly six per cent, with an average of, say, three per cent. This includes advertising, salesmen and general traveling expense. It is a question whether it is not possible that lumber producers and merchants could not expend a larger percentage in advertising and still reduce the general percentage of their sales expenditures.

It is a subject worth the consideration of the trade.

Pert, Pertinent and Impertinent

The Man Higher Up

Remote, inaccessible, lone,
And shrouded in mystery, he
Knows all things to others unknown—
Past, present, and what's yet to be;
For the evils in politics, trade,
Diplomacy, finance, and love
Were ordained or committed or made
By this powerful creature above.

High prices, low wages, and graft,
Crime, poverty, boodle, and sin,
The blunders of Aldrich and Taft,
The games that the home team don't win
Are a few of the industries that
This demon amuses him with;
But no one knows where he is "at"—
Can it be that he's only a myth?

Truth

Down at the bottom of the well
Lies truth—an adage old.
Yet truth, forsooth, is like a bell
That's very seldom tolled.

It is true that we fear what we do not understand, and we hate it because it may be stronger than ourselves.

Different Opinions

The cheery man looks out and sees
The golden leaves upon the trees,
And with a joyous confidence
He cries, "The world is richly rare,
With changeful verdure ever fair,
A scene of endless opulence."

The cynic sees the beauty vast,
And says, with visage overcast,
"What usefulness can such things claim?
The leaves, transformed in guise of gold,
Are worthless as they were of old—
It's just another green-goods game!"
—Washington Star.

Protection of the Forests



A good man with a sensible fire extinguisher.

Oak, Come Off!

"Jack, dear, when you are gone I shall pine away."

"Don't pine away; spruce up!"—Boston Transcript.

Immune

Farmer Grayneck—S'pose you are goin' to git the automobile fever, Ezry, like everybody else?

Farmer Hornbeak—Nope! I've been vaccinated in the pocketbook, and it took!

A soft answer may start good luck your way.

Her Sunday Supplement

Mrs. Hoyle—Your husband's business keeps him out of town all the week, I understand?

Mrs. Doyle—Yes, he is at home only one day; I call him my Sunday supplement.—New York Press.

Every Time

"That was a long speech our candidate made on the agricultural question, wasn't it?"

"Oh, it wasn't bad, but a couple of days' good rain would a done a sight more good."

His Wife

"What do you do for a living, Mose?"

"I'se de manager ob a laundry."

"What's the name of this laundry?"

"Eliza Ann."—Louisville Courier-Journal.

Ostend: "Pa, if the ocean liners are called grey-hounds what are the above-ocean airships called?"

Pa: "Skye terriers, my son."

It's a fine thing to have ability, but the ability to discover ability in others is the true test.

Annual National Lumber Exporters' Association

The eleventh annual convention of the National Lumber Exporters' Association was held at the Hotel Gayoso, Memphis, Tenn., Thursday and Friday, January 19 and 20, with President Harvey M. Dickson of Norfolk in the chair. The attendance was unusually large, there being delegates present from practically every part of the country. The meeting was very enthusiastic and was pronounced one of the most successful in the history of the organization.

President Harvey Dickson, in his annual address, dealt with conditions obtaining in the export trade and referred with considerable emphasis to the work of the special committee, composed of himself, W. H. Russe and John L. Alcock of Baltimore, which went abroad for the purpose of looking after certain features of the work of the organization in Europe. He also dealt with the uniform bill of lading, for which the association has worked for a number of years and regarding which subsequent action was taken by the association. He paid special compliments also to Secretary Price and to Assistant Secretary Palmer, declaring that, to their untiring efforts, much of the success of the organization during the past year was due.

President Dickson also handled several other subjects in masterly style, but his address was not given out for publication and probably will not be released for the trade press.

The report of the treasurer, Ernest M. Price of Baltimore, showed the financial condition of the association to be better than ever before.

The only feature of the report of Secretary Price made public was that regarding membership. It was stated that the organization now has the largest membership in its history, and that the growth during the past year was very gratifying to the association. In a general way the reports of both the secretary and the assistant secretary dealt with the accomplishments of the past year, the gist of which has been made public from time to time through the trade papers. Neither report was available for publication.

One of the most interesting matters regarding which action was taken was the decision of the association to appoint a representative to look after the work of the organization abroad, a decision which grew largely out of the report of the committee which made a study of foreign conditions and which recognized the desirability of such representation. It was stated this representative would be chosen at an early date, provided it were possible to find a man who would answer the requirements of the association.

It was also decided to coöperate with the Gulf Coast Lumber Exporters' Association in the efforts now being made by the latter to secure a uniform bill of lading on lumber alone. The National association has devoted much of its time and attention to the improvements of ocean bills of lading, and it is determined to render to the Gulf Coast association all the assistance possible to the end that its members may enjoy the greatest possible protection in the documents covering their shipments to foreign countries.

The association also voted to join the National Classification Committee on lumber and wooden box interests of the United States, which has its headquarters in Memphis and its secretary and treasurer in the person of Charles E. Brower of this city. This committee has for its purpose the securing of a revised classification on wooden boxes so that the rates on these may be more equitable as compared with the rates now obtaining on packages made of pasteboard, fiber and other material. This question touches all branches of the lumber industry, and it was because



HARVEY M. DICKSON, NORFOLK, VA., RE-ELECTED PRESIDENT

of this fact that the association took the action already recorded.

It was decided to recommend the appointment of C. W. Robinson to fill the vacancy on the New Orleans Public Belt Railroad Commission.

Resolutions were adopted extending the warmest thanks of the association to the Memphis and Arkansas members, who arranged all details connected with the entertainment of the visiting members, and who did their work in a most acceptable manner.

Resolutions were also adopted in favor of New Orleans as the place for holding the Panama Canal Exposition.

Election of Officers

The election of officers resulted as follows:

President—Harvey M. Dickson, Norfolk, re-elected for the third time.

First Vice-President—S. B. Anderson of the Anderson-Tully Company, Memphis.

Second Vice-President—F. E. Hoffman of the Hoffman Brothers Company, Fort Wayne, Ind.

Treasurer—Ernest M. Price, Baltimore, who has held the position ever since the organization of the association.

Directors—Ludwig Hayman of the Hugo Forcheimer Company, New Orleans; T. B. Allen, Galveston, Tex.; Fred Arn of the J. M. Card Lumber Company, Chattanooga; Edward Barber of Illingworth, Ingham & Co., Cincinnati and Leeds; John L. Alcock, Baltimore; George M. Spiegel, Philadelphia; G. A. Farber, London; W. M. Ritter, Columbus, O.; W. H. Russe, Memphis; C. F. Korn, Cincinnati; Frank F. Fee, Little Rock, and Walter I. Hart of New York.

The first four are new members, the others having been re-elected.

J. McD. Price was again appointed secretary and L. Palmer assistant secretary. The headquarters of the former will remain at Baltimore and that of the latter at New Orleans.

No action was taken regarding the next meeting place of the association. This will be decided later by the board of managers, as is the usual custom.

Social Features

The banquet tendered the visiting members by the members from Memphis and Arkansas was given at the Hotel Gayoso, Thursday evening at 7:30. The large dining room and table were beautifully decorated and an orchestra rendered delightful music during the evening. The menu was a splendid one and was thoroughly enjoyed by all present.

Included in the guest list were Norman G. Wright of the Wright-Graham Company, Glasgow, Scotland, and "Jack" Munro of H. J. Munro & Co., Liverpool. The toastmaster later explained that these gentlemen had come all the way from their homes to attend this banquet, and that they would return by the next steamer. Max Sondheimer, who acted as toastmaster, was at his best and contributed very largely to the enjoyment of the evening by his humorous remarks, and his sallies of wit at the expense of some of the gentlemen present. Many toasts were drunk during the evening, the first "to Memphis," being proposed by President Dickson. An "absence" toast was also proposed for George M. Spiegel of Philadelphia, and much regret was expressed over the fact that he was not present.

One of the first talks of the evening was made by President Dickson, who deplored the fact that he was not given to making humorous talks and who also declared that he was not feeling at all well. However, he gave the gentlemen present a splendid account of the work of the committee, of which mention has already been made, referring feelingly to the good fellowship of the brokers, importers and other interests who entertained himself and his associates during their stay in Europe, a fellowship which he had accepted as a harbinger of closer relations and more satisfactory accomplishments as between the interests on both sides of the water.

Mr. Munro spoke at length and made quite a hit when he declared that, while the exporters on this side and the brokers and importers on the other side of the Atlantic were of different nationalities, they were all descended from the same race, the Anglo-Saxon, and still had a great deal in common. He referred to the visit of the delegation from the National Lumber Exporters' Association to Europe and recounted how much pleasure it had given the importers, brokers and other interests to act in the capacity of hosts thereto. He paid the members of the association a high compliment for what they had done in the direction of correcting certain evils that had crept into the export trade, and assured the members thereof that, if they ever came to Europe again, they would receive just as good treatment as on the previous occasion.

Mr. Wright was also called upon and, while he did not talk much, what he said was very acceptable to his hearers because of the declaration on his part that, when his firm learned that an exporter was a member of the National Lumber Exporters' Association, it immediately accepted this fact as prima facie evidence that he was a man of integrity, high business standards and perfectly safe to deal with.

Secretary Price was called upon, but did not care to talk. Thereupon President Dickson said in behalf of the secretary that, while he was very modest about making speeches, he had no modesty whatever about working, and that the greater part of the success of the association during the past year had been due to his untiring efforts.

W. H. Russe, George D. Burgess, W. J. Eckman, Frank F. Fee, E. T. Bennett, R. J. Darnell, Edward Barber and John Penrod were also called upon and all of them spoke in a happy vein. In addition to making a brief talk, Mr. Penrod favored those present with the rendition of the famous "Fly" song, while Mr. Munro contributed very much to the pleasure of the evening with his impersonation of Caruso in one of his Italian opera roles.

A luncheon at 1 o'clock on the first day of the convention was another very enjoyable feature of the meeting. A number of traffic men and lumbermen of national prominence were present.

It was also planned that the members should be shown something of the city on the afternoon of the second day, but the weather was so unsatisfactory that this feature had to be abandoned.

Those present at the convention were:

Attendance

Frank F. Fee, Fee-Crayton Hardwood Lumber Co., Little Rock.
S. M. Nickey, Green River Lumber Co., Memphis.
W. E. Nickey, Green River Lumber Co., Memphis.
Edward Barber, Illingworth, Ingham & Co., Cincinnati and Leeds.
Fred Arn, J. M. Card Lumber Co., Chattanooga, Tenn.
E. F. Hoffman, Hoffman Bros. Co., Ft. Wayne, Ind.
W. J. Eckman, M. B. Farrin Lumber Co., Cincinnati.
E. T. Bennett, Bennett Hardwood Lumber Co., Memphis.
R. J. Darnell, R. J. Darnell, Inc., Memphis.
O. M. Krebs, Hugh McLean Hardwood Lumber Co., Memphis.
W. A. Scott, Rees-Scott Co., New Orleans.
Ludwig Haymann, Hugo-Forcheimer Co., New Orleans.
John W. McClure, Bellgrade Lumber Co., Memphis.
W. H. Russe, Russe & Burgess, Inc., Memphis.
F. J. Foxley, Foxley Stave & Lumber Co., New Orleans.
B. E. May, Adler May Co., Atlanta and Mobile.
F. A. Conkling, Farrin-Korn Lumber Co., Cincinnati.
George D. Burgess, Russe & Burgess, Inc., Memphis.
E. E. Taenzer, Darnell-Taenzer Lumber Co., Memphis.
Howard E. Coles, Bliss-Cook Oak Co., Blytheville, Ark.
E. E. Goodlander, Goodlander-Robertson Lumber Co., Memphis.
F. P. Robertson, Anderson-Tully Co., Memphis.
Max Sondheimer, E. Sondheimer Co., Memphis.
W. S. Darnell, Darnell-Taenzer Lumber Co., Memphis.
L. W. Ford, Goodlander-Robertson Lumber Co., Memphis.
William Wright, Wright-Bachman Lumber Co., Portland, Ark.
H. M. Dickson, Harvey M. Dickson Lumber Co., Norfolk, Va.
L. Palmer, assistant secretary, New Orleans.
J. McD. Price, secretary, Baltimore.

Twelfth Annual Indiana Hardwood Lumbermen's Association

The twelfth annual convention of the Indiana Hardwood Lumbermen's Association assembled in the Dennison hotel, Indianapolis, Tuesday, January 17. The meeting was notable for its full and enthusiastic attendance, which included not only Indiana manufacturers, but prominent lumbermen from all parts of the country.



E. A. SWAIN, SHELBYVILLE, RE-ELECTED PRESIDENT.

Ex-Vice-President Charles W. Fairbanks of Indianapolis was the most distinguished speaker at this meeting. He is the founder of the Indiana Forestry Association and an enthusiastic conservationist. His speech, along the lines of conservation, struck the keynote of the sentiment which prevailed throughout the meeting.

One feature of direct importance to all lumber manufacturers was the recommendation by President Swain of the appointment of a special committee for the purpose of furthering the introduction of a universal inspection system. The action not only received the hearty indorsement of Chairman John M. Pritchard of the Grading Rules Committee, but was enthusiastically commented upon by the body of the association and visiting lumbermen.

The meeting was called to order at 2:30 p. m. by President E. A. Swain, who delivered his annual address, as follows:

President's Address

As your president it is with pleasure that I call to order this, your twelfth annual meeting. To those charter members who are present it must be with feelings of pride that they look over this representative assemblage of hardwood lumbermen and feel that largely to their efforts is due the splendid success of this organization.

As an association I believe we are unique among such organizations and when you consider the good we have accomplished in ways too numerous to mention, one must wonder how it has been done with such small financial resources. I have been requested to recommend for your consideration an increase of directors from nine to fifteen.

Possibly one of our best achievements has been in the bringing together of men engaged in all branches of the hardwood trade and cementing them with such bonds of good fellowship that the misunderstandings of competitors no longer exist and only the broad mantle of true friendship remains.

I believe the most effective work for the betterment of hardwood conditions that has been accomplished by our association has been in assisting in the broader work of our larger organizations.

At the annual meetings of the latter organizations we have ever stood for all that was broadest and best in their work and as Indianans all of us should feel proud of the part taken in their deliberations by Indiana men. For instance, of the seven presidents of the largest associations, four of them have been native born Hoosiers and the fifth one may be classified as a near Hoosier, for he is an honored member of our association.

Of inspection I will say that while satisfactory progress has been made in the past dozen years, there still remains much to be done, and I would like to pledge our association to any concerted action which would make universal inspection a reality. I believe that, as the inspection of lumber is the placing of values on your stocks, this matter of universal inspection should be consummated as quickly as possible and then the rules given a good long rest.

When all concerned are convinced there will be no further changes in the rules, then I believe that the established grades will take care of themselves in the matter of prices.

A successful consumer of lumber will experiment with, not one, but a number of carloads of such grades as he uses. He will know what a fair average of net cutting results can be obtained from them and consequently can figure the approximate lumber cost of such articles as he may be manufacturing with a reasonable degree of certainty. Should these grades be permanent he will know what to expect and a variation of prices will in no way be confusing to him, but should the rules governing these grades be continually subjected to changes, then of necessity his cost sheets become more complicated and he is naturally dissatisfied. Harmony between lumbermen and consumers will materially benefit all concerned.

Universal inspection is possible and practical and I believe that when once obtained it



VAN B. PERRINE, FORT WAYNE, VICE-PRESIDENT.

can be so legalized that as a basis of contract anywhere in the United States it would prove both safe and sound.

I would recommend that our association appoint a committee of five, with full power to act, in an effort to bring about the result so long delayed and so devoutly wished for.

The year just closed has not been as satisfactory as we would wish for. Trade conditions have been hard to anticipate and will possibly remain so until at least a few of our larger economic questions are settled.

The hardwood trade is in a good condition to take care of such business as will be offered and without abandoning any of your well earned reputations for being optimists, it might be well to inject a little more conservatism in your affairs and try to take matters easy for the time being, and before letting loose of any of

your present stocks be sure that you can replace them profitably.

I would recommend that we have another committee appointed. We might call it a trade condition committee, whose duty it would be to report at each annual meeting conditions as they seem to exist. A full and free discussion of this matter would be both interesting and beneficial to our members.

We have now what may be termed a waiting market. Conditions are such that a lowering of values will not create any new business, and it would be better to curtail your output and hold what you have for a legitimate profit. Good, well manufactured hardwoods are too hard to obtain for you to assist in making them a speculative commodity.

Chaotic price conditions are so detrimental to us, even including the consumer, that all suffer except that class of jobbers who carry no stocks of their own and are consequently not so much interested in level prices as are dealers and manufacturers who carry their own stock.

Legitimate wholesalers and retailers are necessary to the hardwood trade. They absorb a vast quantity of stock which would otherwise be thrown on the market at prices which would result in a continual demoralization.

Hardwood lumber is so different from almost all other commodities that it seems that a legitimate level of prices ought to be maintained. You can not replace a marketable tree during your natural business life. When a carload of lumber goes into consumption the raw material will not be replaced during this generation. Under such conditions can you conceive of any real reasons why hardwoods should not be kept on a firm and stable basis?

The Indiana Forestry Association is one of the



C. H. KRAMER, RICHMOND, SECRETARY.

newest and best of our state associations. It is devoted to a large and unselfish work. We shall have some interesting addresses by some of its members later on.

The unnecessary waste of such a priceless heritage as our magnificent forests has been little short of criminal, but I am glad to be able to say that the ideas of reforestation and conservation are making such decisive advances that we may hope to regain much of what has been lost and we shall soon take our place in the front ranks with such other nations as have felt the need of this work sooner than we.

While it is true that our forests are being rapidly denuded, I do not believe that any of us present will see their practical extinction. The timber supply is and always has been very deceptive.

We are living in an age of organizations, and while the primary objects of each are for the benefit of their own especial objects, yet frequently we are called upon to assist in some of the larger matters pertaining to the welfare of all as a whole. As an organization we have responded to every call, and our representatives have participated [illegible] meetings.

The material matters pertaining to our association work during the last year will be covered later on by the other officers and committees.

To our guests: we are more than glad to have you with us, we trust your stay will be both pleasant and profitable and upon behalf of the association I extend to you the courtesies of the floor and hope you will avail yourselves of the invitation. We shall look for you again next year.

To the trade press: we thank you for the uniform kindness and fairness with which you have always treated our association, and we hope that its affairs will always be so conducted as to meet with your continued approval.

To the members of the various committees: I want to thank you for the very able assistance you have given the officers during the last year, and to all of you I bespeak for my successor the same kindly and courteous treatment you have accorded me.

Secretary C. H. Kramer then delivered his annual report, as follows:

Secretary's Report

It shall not be my purpose to bring to you a lengthy report or burden you with unimportant facts. I had hoped and looked forward to this meeting that we would be able to present some glowing reports for the year, in that the conditions at the opening of the new year seemed favorable to this end, instead we are forced to admit that our optimistic views and assertions one year ago were completely darkened and riddled. We felt at that time the business world was opening on brighter fields. We were looking forward and reaching out with a hope that we might regain a part of the 1907 activities, which for a short time seemed true. However, much to our surprise, we were driven out in the desert, as it were, to eke out for a time a mere existence, very much discouraged, but never in the attitude of the pessimist.

Later the darkness began to lighten, more ready markets were found in store and we began realizing, along some lines of our industry, a marked degree of improvement and satisfaction.

In rounding up the year, however, we find the depression has been generally in values, while the volume of trade has been fair. I hope that during the year the improvement will steadily increase, not only in volume but value as well.

There is now being wasted a large amount of forest material, simply because it is of insufficient value to bear the present transportation rates. Not so much so in our own state, perhaps, as we find in other sections. I think the most of us are of the optimistic faith and are looking forward to the time, and that it should be soon, that values of lumber and timber should be more near its worth and that advances be more in keeping with advances on most all other lines of industry. We learn from reports from those in authority that from 1899 to 1908 lumber prices advanced only thirty-eight per cent, while on wheat the advance was fifty-nine per cent; corn 100 per cent; horses 149 per cent, and it is my belief that if the comparison could have covered the two years of 1909 and 1910 the ratio would be quite different and that it would show lumber at a less increase, while that of wheat, corn and horses would show a marked increase.

We would note in this report that the coming of the automobile has not very materially increased the price of lumber, but seemingly has made a marked increase in the horse market.

Concerning Lumber Trusts

We note in some of our trade papers that investigations are going on to ascertain as to whether there are any lumber trusts. I do not know if any Indiana lumbermen are to be looked after or not, as the investigations now seem to be going on outside of Indiana. Just along what lines these investigations have been prompted I have not learned, but surely not along the line of high prices. All lumbermen know quite well that prices are much too low. They are nothing in comparison to the cost of reproducing the timber. No doubt many of us are experiencing at this time that prices in many cases are not in excess of cost and manufacture, while in many they are below the cost and manufacture. When that great law of supply and demand is more evenly balanced the manufacturer will then be able to market the short and odd lengths and the low grade stocks to a better advantage.

The national government forbids combining to restrict the output; also forbids combining to boost the price. When the market becomes burdened with stock, the buyer seems to dictate the price and when the demand for stock is greater, the conditions are vice versa.

The Indiana lumbermen may well feel proud of the recently organized Indiana Forestry Association. No doubt a great deal will be accomplished along the line of reforestation and conservation. We look forward to the day that each and every land owner may be induced to plant some forest trees, not only on the waste land but along the highways, thus beautifying our homes and thoroughfares. I ask a careful consideration by the individual members of the movement along this line and feel sure that after we have listened to the very able addresses on forestry this afternoon more consideration will be given to the forestry interests.

Your board of managers have had two meetings during the year; also a number of committee meetings have been held and matters pertaining to the association were cared for.

Interest among some of our membership during the last year or so has waned considerably, some I fear to the point of lapsing, and perhaps we can contribute a part of this seeming lack of interest to the depressed condition of the lumber industry for the last few years. Some have allowed themselves to become uninterested through non-attendance to our annual meetings. We hope that a goodly number of this class have come here today to renew themselves in the spirit of the association.

We have lost a few members by their having gone out of the lumber industry, some firms consolidating and some as referred to above. I have to present to you for your approval for membership—the board of managers have already approved—the applications of the following:

Anton Brucken, Evansville, Ind.; G. W. Brusher, Richmond, Ind.; John Brier, Bath, Ind.; Capitol Veneer Company, Indianapolis, Ind.; East Side Lumber Company, Connersville, Ind.; Arthur Ferris, Brookville, Ind.; Thomas Hill Lumber Company, Clifford, Ind.; Putman Veneer & Lumber Company, Roachdale, Ind.; B. B. Williams, Richmond, Ind.; H. H. Martin, Norman Station, Ind.; Wheatlay Bros. Lumber Company, Roachdale, Ind.; Maley & Wertz, Vincennes, Ind., and J. D. Wetz, Columbus, Ind.

There are many who are eligible to membership, who should and ought to become members. Perhaps a good, live membership committee would accomplish much along this line.

To those who may have overlooked remitting for their annual dues, I shall be glad to see you at the close of this session.

I wish here to ask permission of the inspec-



JAMES BUCKLEY, BROOKVILLE, TREASURER.

tion committee to add that this association is on record as having always advocated uniform rules of inspection and has passed resolutions urging other branches of the hardwood trade to make concessions. Much has been said in and out of associations and through the press along this line, and I hope that the time may not be too far distant that we shall have but one rule of inspection, whether that be known as standard, union, national, uniform, universal or any other name, it will be welcomed by all. When once we reach this point the long step will have been taken to eliminate the juggler and the propensity to mix. If ninety per cent of the lumbermen are honest, we should move that the other ten per cent be corralled. So let us coöperate with and encourage movements along the line of uniformity of inspection.

The question of arbitration has been brought out quite freely during the last few months. It is a plan that has been followed along most all lines of trade for ages and has proven to be a good rule. At our last annual meeting we indorsed the code of ethics as formulated by the Lumber Trades Congress, which stated that arbitration methods should be employed whenever possible in the settlement of all matters of dispute. I would urge that arbitration methods be recognized as the ethical plan of settling disputes, but as to the matter of enforcing arbitration I think it very unwise.

As we are in session today we are open for action along this line as you think best.

I wish one and all a prosperous business year and trust you will accord your loyal support to my successor.

The report of James Buckley, treasurer, was brief and showed that receipts for the year had been $495.03, which with disbursements of $27.60 left a balance on hand of $467.43.

The president then appointed a committee to pass upon officers' reports, which committee after adjournment recommended their adoption and the adoption of the recommendations contained in them.

Reports of Standing Committees

The next general business was the reports of the standing committees. John M. Pritchard of Memphis, Tenn., chairman of the Inspection Committee, stated that his committee had no written report to submit, but in behalf of the body he represented he expressel its concurrence in the suggestions made in the addresses of the president and secretary along the lines of universal inspection. Mr. Pritchard stated that it was generally conceded to be in accordance with the best interest of the lumber business that one set of rules instead of several should prevail, and that it was a live topic before the lumbermen at the present time.

The next report was that of the Legislative and Transportation Committee, W. A. Guthrie of Indianapolis, chairman. Mr. Guthrie said:

Your committee really has nothing to report, because there was nothing to do during the last year. I might say, however, that the president and secretary asked me to represent the association at Chicago, about the middle of last May, at the jobbers' and manufacturers' meeting, for the purpose of taking action with reference to the rate about to be put into effect by the railroads. There were about 400 in the meeting and a very enthusiastic gathering was had. Resolutions were passed at that time and presented to the Interstate Commerce Commission. Recently I understand that the hardwood lumbermen's attorneys have been before the commission. I have not as yet seen any decision and I do not think that it has been handed down.

The railroad companies show by their own figures that they have made immense profits in the last few years. There seems to be no scientific basis at the present time for fixing the rates, and the Interstate Commerce Commision reports that the jobbers generally have been trying to devise some basis, so that it may be ascertained as to what rates are just and proper.

Sam Burkholder, chairman of the Committee on Forestry, stated that his report was still in the hands of the printers, and that copies would be mailed to any member desiring them by leaving their names with the secretary.

The following resolution was recommended by J. V. Stimson, chairman of the Committee on Resolutions:

WHEREAS, An all wise Providence has called from this life the wife of Lucius E. Fuller, always a friend of this association and its members; and

WHEREAS, This association by personal acquaintance knows the high character of Mr. Fuller and has heard of the lovable nature of his departed helpmate; therefore, be it

Resolved, That this association extend to Mr. Fuller our deepest sympathy and direct him to the only consideration we have at such a time. And that the secretary be directed to furnish a copy of this resolution to the trade papers.

J. V. STIMSON,
BURTON F. SWAIN,
JOHN M. PRITCHARD.

Mr. Stimson offered a further resolution to the effect that members delinquent in dues be dropped from the roster of the association. Both the resolutions were unanimously carried.

The Chair then appointed a Nominating Committee to present nominations for the various offices for the coming year. The committee was composed of John Pritchard, J. V. Stimson and George Palmer.

President Swain called upon John M. Woods of Massachusetts, public worker and lumberman, to address the meeting. He spoke in part as follows:

Address by John M. Woods

I assure you that this is entirely unexpected, and I want to say in the first place that I appreciate most highly the honor of having been elected an honorary member of the association. It is a long look back to the time that I entered this great city, thirty-seven years ago. As I look around over this meeting I miss "the grasp of a vanished hand and I long for a voice that is stilled." I refer, gentlemen, to Henry Maley. He and I were about the last survivors of the "old guard" of long ago, of the lumbermen of this city, and in thinking over what has happened since that time, and of how the timber of Indiana is getting scarcer and the trees are growing smaller, and the percentage of good lumber growing less and less each year, I just thought that there had been no deterioration in the character of the lumbermen of Indiana. The great, strong men of that day have practically all passed away. A new generation has come upon the stage, with the same lofty ideals, the same high ambitions, and they do business in the old-fashioned honorable kind of way. I have a very soft spot in my heart for Indiana, because I came here in 1868 as a young man, a stranger, and the lumbermen took me in in the broadest sense. I found friends and made friends, and I am pleased to say that I have kept them from that day to this.

An evolution has been going on all over the country and years ago I was accused in one of the large conventions of siding with the men that made the lumber. I was, perhaps, the only man in New England that understood the conditions; that they were different from what they were years ago; that the grades had to be changed to meet those new conditions that had arisen, and that it was only fair to the lumbermen of Indiana and of the West and the great Southwest that we should realize that new conditions had come about; that no longer were the 30 to 60-inch logs to be had almost anywhere, and in any quantity, and that we could not expect the kind of timber that we used to buy. That day is past and is gone, never to return.

I was interested in talking to some gentlemen here in the hotel, members of your legislature, and I thought what a duty we owe and how wide our influence might be if it was united to bring about legislation. As business men we are too apt to forget that we are among the heavy taxpayers of the country and that we ought to have a voice and a say as to who shall make the laws and who shall spend the money that we pay in taxes. Last November I cast my fifty-first vote, and from the first I said that as long as I paid taxes I was going to have something to say about who spent the money I paid, and as long as I lived under the law I would have something to say about who should make the laws. I do not set myself up as an example for other men, but I have felt it my duty to give some of my time to the public service. I did my best for three years, in helping to save this nation. I served three years in the legislature of Massachusetts, and two years as mayor of my own city, and I did it for the sole purpose of setting an example to other men who had all they could attend to, to give some time to public service; and out of this, perhaps, has come a little good.

WHAT MASSACHUSETTS IS DOING

We introduced a bill in the Massachusetts legislature, which became a law, establishing the office of state forester, and to get the matter down to a scientific basis. I live in a country where you might say the forests were exhausted two hundred years ago; and still there is some timber left. Last year we cut in Massachusetts 300,000,000 feet of box boards. And that is about all there is left. We have demonstrated that reforestation will pay and the state of Massachusetts has entered upon a new era in the matter of forestry. We have in Massachusetts over 300,000 acres of land that is valueless for taxation, and we have set about to see if that can not be made valuable and to be one of the best assets of the commonwealth. We have demonstrated that it can be. In the first place, we set aside 900 acres of that land and took the convicts out of some of our correctional institutions and put them to work on it, to clear it up. We have demonstrated by experiments that it will pay five per cent compound interest. Our soil is adapted to white pine, and while it will take time, we expect to achieve the same results that Germany has reached. Twenty years ago I went over there and visited the head foresters of Germany and France, to find out how they managed their forests. Their forests over there have paid four and nine-tenths per cent compound interest. Their forests were exhausted hundreds of years ago. Now, we have got to come down to the same thing here. It is going to take too long a time and is too big a thing for private individuals to undertake. The states have got to take this thing in hand. We use an immense amount of wood and we have got to get it somewhere. My idea and the idea of the commonwealth is that the forests were an inheritance, not to destroy, but to perpetuate and to be handled in such a manner that those who come after us can continue in the lumber business.

COMPLIMENTS OF THE PRESS

The press has done a wonderful work in forwarding this movement, and so also have such men as Colonel Roosevelt. Last week Colonel Roosevelt delivered an address before the lumbermen's association and the Massachusetts State Forestry Association on this question, and it is very interesting. People who have lands and who desire to do so make gifts of it to the state, and it is set out in trees with the proviso that in a certain number of years the former owner can have that land back by paying the cost and the interest, if he wants it.

So we have begun on a systematic method of forestry which I am just as certain as can be is going to be a success and will produce results, and be of tremendous benefit to the commonwealth.

Now we can, if we will, have a great influence. I want the man who represents me in Congress, or in the legislature of Massachusetts, to know my ideas on this subject, so that this generation will build for the next.

Now, Mr. President and gentlemen, I did not come here prepared to say a word, but I want to extend to every one of you my heartfelt thanks for the kind invitation to come and be with you, and as long as I live and you invite me, I am going to try and be with you at your annual conventions.

President Thomas of Wabash College addressed the association along the lines of work done by the Indiana Forestry Association.

He presented a statistical paper on Utilization and Forest Waste, in which he pointed out eleven ways by which lumbermen can give practical aid to the interest of conservation, as follows:

1—By introducing better machinery and methods for decreasing mill waste.

2—By specializing in cutting and marketing the different kinds of timber.

3—By construction of mill waste utilization plants in convenient centers to take care of mill waste for certain territories.

4—By looking to the utilization of slashings in the woods instead of allowing them to decay and waste.

5—By protection and encouragement of the second growth timber.

6—By a reasonable limitation on the size of trees cut in accordance with a sensible plan of yield.

7—By reproducing the mill force to a point that will be sufficient to keep pace with the sawyer, at the same time allowing him to study carefully each log.

8—By considering the possibility of extending operations and securing low price lands in the vicinity of mills and inaugurating a system of planting and cultivation.

9—By giving attention to brush piling and burning at the proper time.

10—By advancing the value of products to embrace the increased cost of growing timber.

11—By taking a personal interest in legislative matter having to do with taxation, fire, state reserves, forestal education, etc.

Professor Thomas' remarks were full of accurately compiled statistics tending to prove this point.

Vice-President Fairbanks then talked on conservation in its broadest sense. His address showed him to be a man of broad ideals and appealed to the listeners not only from a sentimental point of view but as a practical proposition. He made his appeal in the interests of the generations to come rather than of the generation now in control. His remarks were closely followed and enthusiastically applauded.

Following the addresses of these notables, J. V. Stimson proposed a resolution thanking ex-Vice-President Fairbanks, Professor Thomas and John M. Woods for their able and interesting addresses. The resolution was adopted unanimously.

Election of Officers

The Committee on Nominations recommended the following gentlemen for office for the ensuing year:

President, E. A. Swain, Shelbyville.
Vice President, Van B. Perrine, Fort Wayne.
Secretary, C. H. Kram, Richmond, Ind.
Treasurer, Jake Beesley, Brookville, Ind.
Directors, C. H. Barnaby, Greencastle; George Palmer, Sheridan, Ind.; W. A. Guthrie, Indianapolis, Ind.; J. V. Simmons, Huntingburg; Sam Burkholder, Crawfordsville; D. F. Swain, Shelbyville; Claude Maley, Evansville; J. M. Pritchard, Indianapolis; C. A. Wood, Munsey; Frank Galbraith, Sunman; Haines Egbert, Goshen; W. W. Knight, Indianapolis; Bedna Young, Evansville; Walter Crim, Salem, and George Waters of New Palestine.

The report of this committee was unanimously accepted, and the gentlemen placed in nomination by the committee declared officers of the association for the coming year.

President Swain stated that the association had received an invitation from the Evansville Lumbermen's Club suggesting that the next annual meeting of the association should take place at that city. The question called forth considerable debate both for and against the proposed change, but upon vote of the association it was decided that the next meeting take place at Evansville, Ind.

Resolutions presented by W. W. Knight of Indianapolis and J. M. Pritchard of Memphis relative respectively to the conviction of Mr. Harlan and others of the Jackson Lumber Company on the peonage charge, recommending a lenient policy to the president, and New Orleans as the logical point for the coming Panama Exposition, were adopted. This closed the business before the meeting, which then adjourned.

The Banquet

The annual banquet of the association took place in the evening at the Denison hotel. More than 150 were in attendance and enjoyed an excellent dinner, accompanied and followed by songs, speeches and orchestral entertainment.

President E. A. Swain of Shelbyville introduced F. A. Diggins of Cadillac, Mich., president of the National Hardwood Lumber Association, who after a few pleasantries said that in following up the conservation policy he hoped that the Indiana association would not follow in the footsteps of Michigan, which state attempted to do in an artificial way what nature had refused to do under natural conditions, namely, planting pine on barrens where trees were never meant to grow. Mr. Diggins, however, maintained that Michigan stood first in utilization, which policy he maintained was the keynote of conservation. He described the work of the Michigan Hardwood Manufacturers' Association and extended a cordial invitation to the Indiana association to attend its coming meeting.

Lewis Doster of Cincinnati, secretary of the Hardwood Manufacturers' Association of the United States, spoke in highly complimentary terms of the character of his hosts as lumbermen and of the body which they composed, and extended a hearty invitation to the pending meeting of the Hardwood Manufacturers' Association at Cincinnati.

J. M. Woods of Boston reminisced along the lines of his early association with the Indiana lumber business, and then told something of the history and condition of the lumber business in his home state of Massachusetts.

John M. Pritchard of Memphis invited the attending members to be present at the annual meeting of the National Hardwood Lumber Association at Memphis in June, promising them a royal good time. Other entertainers were John M. Scatcherd of Buffalo, who maintained that a tree is of little importance unless properly utilized; Douglas Malloch, the lumberman poet; Harry Porter, professional vaudeville artist, and an excellent male quartette. E. V. Stewart of Indianapolis rendered some excellent vocal selections.

Fourth Annual Chicago Wholesale Lumber Dealers' Association

The University Club of Chicago was selected as the convening place for the fourth annual dinner and meeting of the Chicago Wholesale Lumber Dealers' Association Saturday evening, January 14. E. A. Thornton, chairman of the Entertainment Committee, arranged for a most delightful repast, and before the dinner hour was the host to those members of the lumber fraternity who were fortunate enough to be able to visit the general lounging room.

Following the dinner President Mickle brought the meeting to order by calling for the roll and the reading of the minutes of the last meeting by Secretary Charles Westcott. In his own address, which follows, he pleaded for a fuller attendance at the regular meetings, among other suggestions:

President's Address

Our association is now passing the third year of its existence. It is well at this time to cast our eyes backward in review so that we may see what has been accomplished for the benefit of our members, and also to look to the future with a view to correcting such mistakes as we may have made and to further strengthen our organization. The reports of the secretary and treasurer will give you in detail full information as to our financial condition, and the present status of all matters of interest pertaining to our work, but there are a few subjects that I would like to touch upon in a general way for the purpose of bringing them to your particular attention for discussion.

MEMBERSHIP

When our association was organized three years ago we started with a membership of about twenty concerns. Owing to a clause of our by-laws as to eligibility we are restricted to a great extent in taking in new members, but we have progressed until we now have forty six members in good standing. A short time ago your membership committee carefully went over a list of Chicago houses and it was found that we have nearly all of the eligible wholesalers as members. There are possibly seven to ten that might be added to our list, so that the conclusion we come to is that fifty is about the limit of membership that we can expect under our present bylaws. This would give us an income of approximately $1,000 annually. That income is sufficient to conduct the association on lines similar to those of the past, having our monthly luncheons, etc., but it is not enough to enable us to continue our inspection bureau, which is running behind. Some plans should be devised at once either to place our inspection department on a self-sustaining basis or to discontinue it.

Many of our members are handling hardwoods and western and northern lumber who derive no benefit from the bureau and it is not fair to them to use to the extent that we have the general funds for the maintenance of this department. If we had an inspector who is familiar with the various woods, possibly there would be sufficient work to pay expenses.

AMALGAMATION

It would, perhaps, be well at this time to remind you of a proposition which came up some time ago—the consolidation of our association with the Chicago Hardwood Lumber Exchange and the Lumbermen's Association. You will remember that this matter was fully discussed at one of our meetings last year and a sentiment seemed to prevail against it, which was based to a great extent on the ground that it would weaken our inspection department. In considering the matter further there are several points to which I desire to call your attention. First, that in order for our association to accomplish any great result we should have a paid secretary, one capable of handling its affairs and who could devote his entire time to them. Our members all have as much as they can attend to in looking after their own affairs and it is too much to expect them to give largely of their time to association work. The Lumbermen's Association, as you know, employs a secretary, and if we should amalgamate with it we would have the benefit of his services. Another thing; this would make our inspector available to all members of the other associations and would, no doubt, give him all the work he could do.

We will have a report later from the special committee which has this matter in hand and I hope you will give it your earnest consideration.

MONTHLY LUNCHEONS

Another matter I wish to speak of is our monthly luncheons. There are a good many of our members who do not attend regularly. It seems to me that one of the greatest benefits to be derived from our association is the friendly feeling which develops from frequently meeting the men with whom we are in daily competition. An hour or two a month spent in this way will do you good. Besides that, it is encouraging to your officers and committeemen to feel that you are sufficiently interested in their work to come around and hear what they are doing. At a great many of our luncheons we have had postal acceptances from forty to forty-five and only twenty to twenty-five present, showing that some of our members have good intentions, but are easily sidetracked.

We will now proceed with our general order of business, but before doing so I desire to extend my thanks to you for your support during the year in which I have served as your president. It is an honor which I fully appreciate. I also want to thank the directors and committeemen for the efforts and loyalty at all times, and especially to our worthy secretary. He has done most of the work and always has been on the job.

The president then called on Secretary Charles Westcott, who stated that the receipts for the year had been $3,377.31; the disbursements, $3,045.33, leaving a balance to the credit of the association of $331.98. In his report Mr. Westcott outlined the work of the association during the past year and told of its accomplishments socially and along the lines of the betterment of the trade. He called attention to the work pertaining to publicity, inspection, railroad demurrage and switching, amalgamation and increase in membership, laying particular stress along the latter.

Report of Standing Committees

The various standing committees then submitted their yearly reports. George Pope, chairman of the Trade Relations Committee, reviewed exhaustively the standing of the inspection bureau on yellow pine, and was followed by an extended general discussion of that subject.

So pertinent to the trade was the report of E. H. Dalbey of the Railroad Committee that a motion was passed requesting the trade press to publish it in full. It was as follows:

The only matter of any consequence that has been brought to the attention of your railroad committee during the last few months is the tentative reciprocal industrial switching agreement for the switching of cars within Chicago switching limits. This tentative agreement was read at one of our previous meetings and your railroad committee was instructed to meet the committee of railroad officials in conjunction with committees from the Chicago Hardwood Lumber Exchange and the Lumbermen's Association and endeavor to obtain the best possible universal switching rates. After a number of meetings with these various committees and after thoroughly studying the rates set forth in the tentative agreement, it was decided jointly by the committees from the three lumber associations to accept the rates proposed in the tentative agreement with a few minor corrections. Developments since we accepted the proposed switching rates tend to show that the railroads can not agree among themselves, and from the best information obtainable it would seem that these rates will not go into effect at an early date, if ever.

It is the belief of your committee that at this session of the legislature a bill should be passed giving the Illinois Railroad & Warehouse Commission power to enforce universal switching rates within Chicago switching limits.

During the last few months many tariffs have been issued, changing the rates from a large number of southern sawmill points. Some of these tariffs have canceled the through rates from stations on various so-called tap lines, and others have raised the rates from southern points through the St. Louis gateway; while still others have raised the rates from Mississippi river



E. A. THORNTON, E. A. THORNTON LUMBER CO., PRESIDENT.

crossings to a majority of stations in Central Freight Association territory, as well as many eastern points. Very few of these tariffs are now in effect, having been set aside for a few months by the Interstate Commerce Commission, February 1 being the date set for a number of them to become effective. However, the latest newspaper reports indicate that the Interstate Commerce Commission has asked for another forty-five days in which to decide upon them.

Several of the railroads entering St. Louis, including the Cotton Belt and Gould lines, have issued tariffs effective January 5, raising the local rates to St. Louis 1 cent a hundred pounds and making the East St. Louis rate the same as St. Louis, which is a reduction of half a cent from the old rate. This does not affect the through rate on shipments originating far enough south so they may be routed via Cairo or Thebes. It does, however, affect the rate from a number of points in Missouri from which members of our association ship hardwoods. Protest was made to the Interstate Commerce Commission by several St. Louis lumbermen, as well as the Lumbermen's Club. The Interstate Commerce Commission ruled that the rates were not exorbitant and they, therefore, became effective January 5. There are a number of points that now take a higher rate to St. Louis by half a cent for a hundred pounds than the combined local rates published by the railroads over which this tonnage would move. The Interstate Commerce Commission has ruled in various cases that the railroad can not charge a higher through rate than the combined locals where these local rates are based upon the distance tariff rates published by the Railroad & Warehouse Commission. Therefore, your committee would suggest, if you are purchasing lumber from Missouri points where it moves via St. Louis, that you examine the distance tariffs and see that they are no higher than the new through rates to St. Louis.

January 1 a new tie rate of 8 cents a tie from East St. Louis and 9½ cents from St. Louis to Chicago became effective. This tariff also specifies the size of ties that will be accepted at these rates. It is the belief of your committee that where stock is bought f. o. b. mill, special care should be taken to ascertain the rates that may become effective within the next few months.

Chairman Frank B. Stone of the Credit Committee stated that his committee had held no regular meeting, but that the credit of the membership was in an excellent condition.

Frank Porter of the Membership Committee suggested that the only way to follow up the work of that body was to get a list of every local concern eligible and to follow it up energetically. One new application, that of A. M. Todd, was passed upon favorably.

The next order of business was the election of directors for the ensuing year, the following being placed in office: C. L. Cross, George D. Griffith, George T. Nichols, George



CHAS. WESTCOTT, HAYDEN & WESTCOTT LUMBER CO., VICE-PRESIDENT.

J. Pope, E. A. Thornton, S. C. Bennett and Charles Westcott.

E. A. Thornton then briefly reported the status of the amalgmation movement up to date.

The Entertainment

The entertainment of the evening was started by L. E. Rolo, who sang a number of parodies on local songs. R. D. Sullivan of the Kimball-Sullivan Lumber Company, rendered three songs very effectively, and was followed by Bill Eager, who entertained with songs and stories in a characteristic way. One of the most delightful features of the evening was a series of recitations by W. R. Moss, a prominent Chicago lawyer, who made his selections from the writings of James Whitcomb Riley and Ben King. Mr. Moss' delivery would be hard to excell.

George Pope entertained with an address of a more serious vein but none the less welcome, which showed evidence of a deep thoughtful nature. It was put in the form of a touching plea for the forests and their products. Other speakers of the evening were E. A. Thornton, who told in a humorous way of his recent visit to the Southland; Charles Westcott, who made a good humored but nevertheless effective plea for the closer interest in the financial as well as the social side of the association work, and Douglass Malloch, who entertained in an ingenious and original way.

Attendance

J. D. Attley, J. M. Attley & Co.
F. B. McMullen, Fullerton-Powell Hardwood Lumber Co.
P. S. Fletcher, D. S. Pate Lumber Co.
H. L. Dessert, Brown, McReynolds & Co.
H. S. Hayden, Hayden & Westcott Lumber Co.
Mark S. Porter, Frank Porter Lumber Co.
A. E. Bacone, Brown, McReynolds & Co.
H. C. Wolter, D. S. Pate Lumber Co.
F. M. Baker, Hardwood Mills Lumber Co.
C. W. Cantrell, Railroad & Car Material Co., Pittsburg, Pa.
S. C. Bennett, Hardwood Mills Lumber Co.
C. C. Hubbard, George D. Griffith & Co.
G. H. Holloway, Schultz, Holloway & Co.
W. L. Serrell.
A. J. Cross, C. L. Cross.
J. C. Ulrich, Chicago Car Lumber Co.
J. A. Nourse.



S. C. BENNETT, HARDWOOD MILLS LUMBER CO., SECRETARY-TREASURER.

F. W. Roedter, Estabrook-Skeele Lumber Co.
J. H. Halpin, C. H. Worcester Co.
C. E. McLean, Chicago Car Lumber Co.
H. D. Welch, Chicago Lumber & Coal Co.
A. H. Ruth, G. W. Jones Lumber Co.
E. H. Dalbey, E. H. Dalbey Lumber Co.
T. D. Phillips, McShane Lumber Co.
J. H. Berry, E. A. Thornton Lumber Co.
A. C. List, George T. Mickle Lumber Co.
Frank B. Stone.
Louis A. Smith, Fullerton-Powell Hardwood Lumber Co.
Robert D. Sullivan, Kimball-Sullivan Lumber Co.
George T. Mickle, George T. Mickle Lumber Co.
E. W. Meeker, HARDWOOD RECORD, Chicago.
William R. Moss.
William A. Eager.
L. E. Rollo, Chicago & Pinedale Lumber Co.
E. A. Thornton, E. A. Thornton Lumber Co.
Charles Westcott, Hayden & Westcott Lumber Co.
George J. Pope, D. S. Pate Lumber Co.
Ben Collins, Jr., Collins Lumber Co.
W. B. Kehoe, Gillis & Co.
C. L. Cross.
George D. Griffith, George D. Griffith & Co.
A. D. Gillis, Gillis & Co.

The Board of Directors of the Chicago Wholesale Lumber Dealers' Association met last Wednesday, January 18, and elected the followingg officers for the year 1911: President, E. A. Thornton; vice-president, Charles Westcott; secretary-treasurer, S. C. Bennett.

A Product of Sterling Personality

In the marketing of hardwood lumber a keen appreciation of trade requirements and a quick recognition of values of unexploited woods have always been important factors. The history of the firm of John M. Woods & Co., Boston, Mass., furnishes a splendid example of success attained by a positive grasp of these principles.

The business was founded in 1884 by John M. Woods, whose original asset consisted of nothing more than a reputation for absolute honesty and square dealing. The business had its beginning in a small office on Canal street, Boston, which quarters were soon inadequate, and a portion of George D. Emery's yard was hired for storage. The facilities were further augmented in 1886, when the large yard and sheds of Cummings, Kenney & Co., in East Cambridge, were secured by lease. This property was occupied until 1896, when it was then taken over by the city for park and street purposes. At that date J. M. Woods & Co. moved into their present home on Bridge street, east of Cambridge, where large storage sheds and dry kilns were erected, and the following year an office building, into which the Boston office and store was moved, thus bringing all departments under one roof.

The growth of the business of John M. Woods & Co. can be attributed to the aggressive and far-seeing policies pursued. It has been a remarkable fact that this concern has practically introduced such untried woods as red gum, quartered sycamore and elm, and has thus always had on tap something new to offer a [illegible] adaptability of the above named woods for every use where the old stable black walnut was thought indispensable was demonstrated by John M. Woods & Co. This concern was the first purchaser of the Nicaraguan mahogany when it was first imported by George D. Emery. The vindication of this policy is now a matter of world-wide recognition. In the same way African mahogany, Cuban mahogany, English oak, Circassian walnut and Teak have been added, and the company also manufactures and handles an extensive line of all classes of veneers in the foreign woods, such as mahogany, brown walnut and Circassian. E. D. Walker is in active charge of the foreign woods and veneer departments and personally superintends all sawing of this line.

In 1908 the company acquired an assembling yard at Decatur, Ala., to facilitate its remarkable wholesale business. D. B. Nellis of Utica, N. Y., undertook the management of the new quarters. The wisdom of this move was soon apparent, it being responsible for a wider wholesale market and closer relations with home trade. With the demonstration of the success the step was repeated at Memphis, Tenn., where a five-acre tract of land was secured. Here the company has space for storing 3,000,000 feet of lumber and owns 2,500 feet of its own sidetrack. A home office has been established in a separate building and contracts have been made for the erection of sheds for the storage of thick oak and ash. The necessity for the establishment of a yard in the hardwood center of the country is traceable to the ever growing demand for sorted car lots of lumber requiring personal supervision over wholesale shipments.

With the above brief sketch in mind, showing the development of this remarkable business from the most humble beginning to the commanding position it now occupies in the trade, it might be interesting to throw a little sidelight on the personalities and histories of the men who have been responsible for this growth.

John M. Woods began his boyhood days as well as his business life among adversities. He was born October 22, 1839, at Pelham, N. H. His early education was acquired anywhere but at school, he being compelled to forego the pleasures of youth for work on the farm or in an old-fashioned shoemaker's shop. At the age of twenty-one he secured employment at Salem, N. H., at shoemaking on a salary of $4 a month. In the period between this and his enlistment for the Civil War, Mr. Woods alternated between farm work and work in the shoe factory at ever increasing wages, and in August, 1862, enlisted with the Thirteenth New Hampshire volunteers, with which regiment he served until 1865, when he was mustered out. At one time at the Battle of Fredericksburg, Mr. Woods was wounded and was left by his retiring regiment as dead. He, however, recovered consciousness in time to escape to his comrades. Mr. Woods' war career with the Thirteenth New Hampshire was full of fierce fighting and exciting incidents, in all of which the regiment played an important and honorable part, taking part in fifteen notable engagements. Mr. Woods served right through from the beginning to the end. Several times he was tendered promotion, but always preferred to remain in the ranks. Toward the end of his service he was in the commissary department under Captain George C. Weatherbee, and in that capacity established his reputation for accuracy and businesslike methods, a reputation which he has maintained throughout his business life. His connections with the G. A. R. since his retirement from active military life have been constant and close. For thirty years he has been a member of William C. Kinsley Post 139, Somerville. Mr. Woods'



JOHN M. WOODS, HEAD OF J. M. WOODS & CO., BOSTON, MASS.



E. D. WALKER, IN CHARGE OF FOREIGN WOODS DEPARTMENT, J. M. WOODS & CO.



A. E. CHAMBERLIN, IN CHARGE OF SALES AND YARD BUSINESS AT EAST CAMBRIDGE, J. M. WOODS & CO.

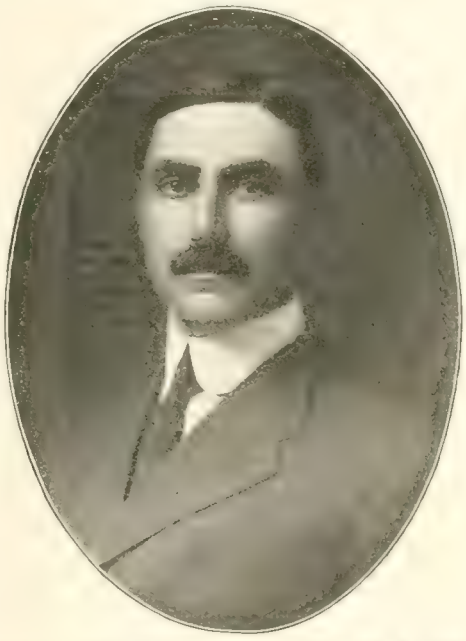
start in the lumber business began in March, 1867, when he clerked for Clark & Smith of Boston. He was married on November 26 of that year to Miss Sarah E. Drake of Eppingham, N. H. His rise was phenomenal. He was located at various points at constantly increasing salaries and in 1872 was admitted to partnership. At the dissolution of the partnership, in 1873, Mr. Woods returned East from Indianapolis. He sustained severe personal losses in the panic of 1873 and secured employment with Polk & Bugbee, with whom he remained until 1879, when he became eastern agent for George D. Emery of Indianapolis, with whom he continued until 1884, at which time he began business for himself at the Canal street office.

As a politician Mr. Woods always worked along original lines and has allied himself with a principle rather than a party. He served as representative in the state legislature of 1884, was state senator during 1906 and 1907 and mayor of his home town of Somerville in 1909 and 1910. In his whole political career he has worked along unique lines, appealing for his support directly to the people on his own personality. The success of his theories is a matter of history. Mr. Woods' public service, while entailing a business and social sacrifice, is considered by him a personal duty, and he has often expressed the hope that his example in this line at least will be emulated by other successful business men.

Edwin D. Walker, in charge of the foreign woods department, was born in Boston in 1866. He entered the employ of Mr. Woods in 1884, starting at the lowest position in the business, from which he has gradually assumed larger responsibilities, holding every office from tally boy up. Five years previous to his admittance to the firm, in 1898, he acted as confidential clerk for Mr. Woods, and since then has in addition to his management of foreign woods controlled the financial end of the firm. Mr. Walker is married and has a large family. He was president of the Lumber Trade Club in 1907, is a director of the Central Trust Company of Cambridge, and in addition is a Shriner and a member of the Boston and Annisquam Yacht Clubs.

Walter E. Chamberlin was born in Worcester, Mass., in 1872. He comes from a long line of lumbermen, representing a third generation of the family directly connected with the lumber industry. Mr. Chamberlin had a high school education and started to work in December, 1891, taking a position in the store of John M. Woods & Co., where he mastered the rudiments of his lumber education. He soon was placed on the road as a salesman in New England territory. He passed successfully through the trying years of 1893-94 and '95 with an excellent record and was admitted to the firm in 1898, since which time he has done the buying of domestic hardwoods. He has also general oversight of the sales and yard business of East Cambridge, and makes frequent trips to the South and West for supplies. Mr. Chamberlin has a wife and two children, is a Shriner and the president of the Lumber Trade Club of Boston.

Merchant E. Philbrick was born in Houlton, Me., in 1872. He graduated from high school and secured employment in a wholesale grocery house in Boston, starting out



M. E. PHILBRICK, IN CHARGE OF SALES, J. M. WOODS & CO., BOSTON, MASS.

in road work selling groceries. In 1900 he accepted a position with John M. Woods & Co., first familiarizing himself with grades. When he had mastered this phase of the business he was given New England territory to sell, where his distinct ability and strong personality were productive of excellent results from the beginning. He now is in charge of the sales, and in July, 1910, was admitted to the firm. Mr. Philbrick is also a married man and a Mason, and is a member of the Boston Athletic Association.

Hardwood Record Mail Bag

A Pertinent Suggestion

The RECORD is in receipt of the following communication from Leonard Bronson, manager of the National Lumber Manufacturers' Association, which conveys a suggestion that should be of manifest interest to the trade:

Chicago, Jan. 13. Editor of HARDWOOD RECORD: I have received from a lumber association secretary, in whom I have much confidence, a letter from which I quote as follows:

"As you know, a tremendous quantity of lumber is sold by manufacturers to or through wholesalers and in some cases the shipments are diverted in transit. There seems to be great fear on the part of many wholesalers that the manufacturers will learn the names of their customers, and they attempt to avoid this by mutilating the expense bills. In our claim department we find that many expense bills have the names of the consignees torn off and in numerous cases the expense bills are so mutilated that we cannot even determine the point of destination, which information is necessary for the proper checking to learn whether or not the bill is correct.

It strikes us that this action on the part of the wholesalers is particularly nonsensical. In the first place, it intimates by such action that the manufacturer is dishonest in that he is seeking an opportunity to go direct to the customer and, ever he can learn the name of the customer. In the second place the wholesaler is not protected by tearing off the name of the consignee, because we can by writing one letter obtain a copy of the way bill and thereby learn the name of the consignee. The only thing accomplished by the wholesaler is to cause endless trouble in the claim offices of the various lumber companies, and the practice, if possible, should be stopped."

I would suggest that this might be a good subject for editorial note in your columns, as extended as its importance seems to you to justify.

LEONARD BRONSON, Manager.

Resolution of Condolence

The Chicago Wholesale Lumber Dealers' Association has expressed its sympathy with Lucius E. Duller of the Lumber World, over the recent death of his wife in the following resolution of condolence:

Whereas, it has pleased Almighty God to remove by death the wife and helpmate of our esteemed personal friend, Lucius E. Fuller, editor and publisher of the Lumber World.

Therefore, be it resolved that we, the members of the Chicago Wholesale Lumber Dealers' Association, do hereby express our sincere and heartfelt sympathy to him in this time of deep bereavement and loss.

And be it further resolved, that this message be spread upon the minutes of the Chicago Wholesale Lumber Dealers' Association, and that a copy of same be sent to Mr. Lucius E. Fuller and to the lumber press.

Done in the city of Chicago this tenth day of January, 1911.

CHICAGO WHOLESALE LUMBER DEALERS' ASS'N.,
Geo. D. Griffith,
E. A. Thornton,

A Timely Bit of Humor

Referring to the legend at the top of front cover of last issue of HARDWOOD RECORD, A. C. Hahn, secretary and treasurer of the Phoenix Chair Company, Sheboygan, Wis., contributes the following bit of humor:

"Your issue of January 10 appeals strongly to us, and while your expression, '1911 looks like a winner,' likewise meets with much favor, we are of the opinion this fact can be more positively prophesied, because three-fourths of 1911 is already "1."

A Correction

NEW HAVEN, CONN., Jan. 17. Editor HARDWOOD RECORD: In the January issue of Veneers the following notice appeared:

"Melbourne Parkhurst, secretary and treasurer of the Federal Crate & Basket Company, New Haven, Conn., advises that the basket plant at Paducah, Ky., formerly belonging to the Mergenthaler-Horton Basket Company, is now the property of the Federal concern, free of all indebtedness, and is now in successful operation."

It is evident to me that the Veneers Publishing Company were very careless when reading my letter dated December 6, as I did not state that the Paducah plant was in operation. However, I did state that we were operating a plant at Sodus, N. Y. This letter follows:

NEW HAVEN, CONN., Dec. 6, 1910. Veneer Publishing Company, Indianapolis, Ind.: Your letter of the 1st inst., together with subscription blank to Veneers, is duly received. Inclosed herewith please find check for $1 for subscription to Veneers for the coming year.

It gives me pleasure to state that the basket plant at Paducah, Ky., formerly belonging to the Mergenthaler-Horton Basket Company, is now our property, free from all bonded and other indebtedness, as appears by deed of record in the office of the clerk for the county of McCracken, state of Kentucky. This property originally cost somewhere in the neighborhood of [illegible] a bargain, as we bought it for a good deal less than what it originally cost.

Since April 11 we have been operating a basket plant at Sodus, N. Y., and we have had a good season's business. Our Sodus plant is the property of Mr. Sloan[illegible]. We are glad

pear, and we have leased it same from him for a period of five years, dating from April 11, 1910. The Horton automatic basket making machines, five of which we have installed at Sodus, are proving very successful.

THE FEDERAL CRATE & BASKET COMPANY.

This error is going to cost us several hundred dollars, there being about ten thousand stockholders in the old defunct Mergenthaler-Horton Basket Machine Company, and I have repeatedly told them that we did not have sufficient funds on hand at the present time to operate the Paducah plant. I am now receiving a large mail from the stockholders, bringing me to task for having given out what appears to be untruthful information. If letters regarding this matter continue to come in at the rate they have for the past few days, I will be obliged to send a special circular letter to the entire list, which will take $200 for postage stamps, to say nothing of stationery and labor.

As a favor, I trust that in your next issue you will state the facts in the case.

We hope to resume operations at the Paducah plant the latter part of this winter. It is going to take quite a large capital to successfully operate the Paducah plant. However, I am of the opinion that the required capital will be forthcoming in the very near future.—Melbourne J. Parkhurst.

Report from National Hardwood Lumber Association

The National Hardwood Lumber Association has issued to its members the following report, which certainly reflects credit on the activity of the organization and the success that it is attaining.—EDITOR.

CHICAGO, January 15, 1911.

We are enclosing herewith our regular monthly statement showing the amount of lumber inspected by our licensed men during the month of December to have been 8,959,609 feet.

You will recall in our last letter we predicted a falling off for this, and the two or three following months, on account of the closing of navigation on the Great Lakes.

However, the inspections for this month exceed those of the corresponding month of last year by 1,295,600 feet, and the amount inspected by our salaried men in the large markets exceeds that of any other month in the history of the association, save alone that of April, 1910, which was only slightly in excess of this month.

If the consuming markets of the country give our inspection department more work in "dull December" than in any other of the last eight months of the year, it would appear that our members and patrons are not only enjoying a good business, but are showing their appreciation of our efforts to improve the efficiency and accuracy of our inspection bureau, the service of which has always been maintained at a high standard, and constitutes the only service worthy of the name in this country.

The work of the bureau for December cost the association $260.87 above its earnings.

Now that we have started on another year, we have thought best to give you a statement of the past year's work by months, which, according to our books, is as follows:

	Feet.
January	7,320,398
February	7,405,932
March	9,593,012
April	12,343,602
May	9,415,701
June	9,048,011
July	9,795,742
August	10,226,191
September	11,182,838
October	10,147,094
November	10,509,981
December	8,959,609
Total for 1910	115,948,111

This statement is absolutely accurate, and will be supported by affidavits if its correctness is ever publicly questioned.

It should demonstrate beyond question that all the claims that have been made in the past for our association are true, because it is a well known fact that only a small percentage of the stock marketed under our rules of measurement and grading is officially inspected, and it naturally follows that if our official inspection aggregating the enormous amount of 115,948,111 feet was added to the amount sold under our rules, but not officially graded, the result would show that billions of feet of hardwood lumber had been handled by the trade subject to inspection under the rules of the National Hardwood Lumber Association.

Since the Louisville convention 91 desirable applications for membership have been received, and our membership is now considerably in excess of seven hundred.

We are entering the new year with the largest membership the association has ever had.

We are employing the largest number of inspectors ever required by the inspection bureau, and reasonable expense is spared in securing the services of the highest grade of men obtainable.

We are inspecting more lumber month by month than in any preceding year during the existence of the association, and are giving more prompt and more valuable service than ever before.

We believe that we enjoy to a higher degree than ever before the confidence and respect of the entire hardwood trade, because the efforts of our officers, past and present, have always been to secure for our members and patrons a service that should become more and more valuable to them, and in this respect, the association has made good.

It is the purpose of the present administration to continue in this effort to improve the service wherever it is possible to do so, and to proceed in the same dignified manner that has characterized this association in the past, believing that honorable men in the trade, whose support we solicit, will be more impressed and better satisfied with actual results substained by facts, than with mere claims supported only by extravagant statements.

We wish you a most prosperous new year.

Sincerely yours,

FRED A. DIGGINS, President.
F. F. FISH, Secretary.

SALARIED INSPECTORS.

	Feet Inspected.
Frank R. Buck, Chicago, Ill.	180,866
John J. Lorden, Chicago, Ill.	255,790
J. J. Shepard, Chicago, Ill.	368,766
F. P. Southgate, Chicago, Ill.	146,209
A. E. Metter, St. Louis, Mo.	270,543
W. E. Robinson, St. Louis, Mo.	553,209
W. T. North, Memphis, Tenn.	206,727
Geo. C. Teetes, Memphis, Tenn.	182,398
A. B. Baker, New Orleans, La.	120,215
C. E. McSmith, New Orleans, La.	158,304
J. L. Benson, Alexandria, La.	460,597
D. E. Buchanan, Cincinnati, O.	252,821
W. C. Lasswell, Cincinnati, O.	84,050
Jos. Waltman, Louisville, Ky.	239,229
Jos. Patterson, New York City	286,195
J. L. Stewart, Buffalo, N. Y.	254,525
C. C. Ferguson, Buffalo, N. Y.	268,427
J. J. Miller, Buffalo, N. Y.	265,424
H. F. Thompson, Philadelphia, Pa.	276,319
J. I. Weeks, Pittsburg, Pa.	248,414
H. W. Bowler, Boston, Mass.	360,145
A. G. Langelüttig, Baltimore, Md.	155,701
Thomas A. Hall, Detroit, Mich.	318,048
Ed. Borgeson, Minneapolis, Minn.	268,171
H. A. Hoover, chief inspector	141,291
Total	6,322,291

FEE INSPECTORS

R. W. Child, Mobile, Ala.	168,882
J. E. Byrns, Escanaba, Mich.	16,128
Chas. Christianson, Manistee, Mich.	772,250
P. Collier, Boyne City, Mich.	51,610
J. S. Coman, Menominee, Mich.	187,639
W. M. Clemens, Thompson, Mich.	350,408
J. M. Gillett, Traverse City, Mich.	76,266
Grant Harrison, Petoskey, Mich.	29,564
Peterson & Lovell, Manistee, Mich.	318,221
Scott & Rieckhoff, Ludington, Mich.	57,658
Walter Tillitson, Grand Rapids, Mich.	454,604
C. M. Sands, Chattanooga, Tenn.	71,788
J. H. Gerlach, Norfolk, Va.	67,500
E. T. Robinson, Richmond, Va.	14,800
Total	2,637,318
Grand total	8,959,609

Seeks Dark Streaked Persimmon Heartwood

ROCHESTER, N. Y., Jan. 16.—Editor HARDWOOD RECORD: About a year ago we wrote you with regard to persimmon. You referred us to people who cut some of this wood. Only one party handled it in a way to be useful to us. Others all wanted to cut up persimmon and sell the lumber straight. We would have been obliged to throw away all the whitewood, which is what really has a market value with most people.

We want to know some man who is cutting persimmon stock for handle work, shuttle manufacturers, golf stick heads, etc. One man wrote us that he was doing this and was throwing his dark streaked heartwood into the wood pile. This was just the man we wanted. We want to get that heartwood which is being thrown away. We cannot afford to buy the whole thing for the sake of the heartwood, but we should be able to use what is now a waste with these persimmon dimension men.

Can you direct us to anybody who is cuting persimmon wood for the handle market? The lumbermen who can cut persimmon will not be likely to interest us, but only a man who is cutting for the handle market.

Apologizing for troubling you again on the subject and hoping to find what we are looking for, and at the same time give some man an outlet for what is now offal, we beg to remain,

———— COMPANY.

The above letter is from a large manufacturing house and the subject involved should be of interest to nearly all persimmon producers. The portion of persimmon that is used for handles, shuttle blocks, golf head sticks, etc., is the clear white portion. The heart of the persimmon is streaked with black and generally finds its way to the burner. The above writer has a use for this character of wood and is willing to pay a reasonable price for it. Anyone who is interested in supplying persimmon heartwood can have this address on application to HARDWOOD RECORD, and more than likely can develop a trade that will be profitable and satisfactory.—EDITOR.

Seeks Black Walnut

ONAWAY, MICH., Jan. 14.—Editor HARDWOOD RECORD: We are in the market for quick delivery for one carload of 2-inch American black walnut for the manufacture of bent automobile steering wheel rims. We require clear, straight-grained stock, running in lengths of 6, 12 or 18 feet. The stock must be either dead green or air-dried not over six months in the yard. Stock dried longer than this will not answer our purpose. We use this stock for the manufacture of bent automobile steering-wheel rims, and any stock that is not in multiples of 6 feet cuts heavily to waste. Of course, if it is impossible to secure a carload of the proper lengths, we could use 6, 8, 10 and 12-foot lengths; but it must grade throughout firsts and seconds. Would you please advise where we would be most likely to secure this stock?

———— MANUFACTURING CO.

The writer of the above letter is a leading manufacturing institution and it has been supplied with a list of several leading black walnut manufacturers in the country. Any others wishing to get in touch with it can have the address on application.—EDITOR.

Boxwood Working and Health

An important decision affecting the shuttle trade has just been handed down by a British court. The action originally commenced in the Blackburn county court, and was brought by James Wrench, a shuttle maker, against his former employers, R. Baguley & Co., shuttle manufacturers of Blackburn, claiming damages for injuries alleged to have been sustained through poison, said to have been caused by the use of African boxwood. The plaintiff had behind him in the case the Amalgamated Society of Shuttle Makers, and the defendants had the support of the Master Shuttle Manufacturers' Association. The plaintiff's contention was that in the process of shuttle making dust was set up, and that this dust was injurious to health. The defendants, on the other hand, claimed that there was no possible danger from the use of the wood. The case had, on the application of the defendants, been removed from the county court by certiorari to the high court. The point at issue has aroused considerable interest in scientific circles. It is stated that the Masters' Association has had the boxwood thoroughly analyzed by the professor of pharmæology at Cambridge, who reported that it had no deleterious effects upon the men working it.

Motor Trucks for Lumber Hauling

The modern motor truck has emphatically demonstrated its practicability as applied to a great many lines of manufacture. As an instance of the many uses for which this product of modern ingenuity can be requisitioned, one large motor truck company reports that its three-ton trucks are used by manufacturers in sixty-six distinct lines of business, and that 197 of this type of trucks are in use. Brewers head the list with 63 machines, while furniture makers, lumber manufacturers and builders' supply houses use 17, 9 and 8 cars respectively. This applies strictly to the output of one house, and among the different industries which have bought from this firm, the following are pertinent to the lumber trade: box manufacturers, builders, cable manufacturers, cooperage houses, piano factories, sash and door, paint and varnish and woodenware plants. With such diversified and extensive use being made of the trucks of a single company it is plain that companies somewhere in the United States in almost every line of manufacture have adopted motor vehicles to facilitate their shipping. According to competent authority there are approximately 20,000 motor trucks and delivery wagons in service, of which probably fifty per cent are of from two to seven tons' capacity.

Assuming the average value of motor trucks, ranging from 2,000 to 14,000 pounds' capacity, to be approximately $3,000, the 10,000 such machines in service represent an investment of $30,000,000. The work of investigation and trials has gone on for years and now models have been placed on the market by the leading pleasure car manufacturers as well as by houses manufacturing exclusively industrial motor vehicles. Some of the latter have been in existence ten years. During all this period the actual use of the machines in the great variety of trade resulted in improvement in design, manufacturing methods and quality of material used, until the motor trucks of today are greatly superior in the service given, economy and durability to their predecessors.

The modern method of building motor trucks is to build the running gear, power plant and driving mechanism as an independent operative unit called a chassis. To this can be fitted any style of body adapted to any line of work. By this method a single model of chassis can be applied to a varied line of work, thus eliminating cost of special construction. Many forms of bodies have been designed to facilitate the rapid loading and unloading with the object of keeping the machine actually running as many hours in the day as possible.

Authoritative figures show that ten three-ton gasoline trucks, traveling forty miles a day, three hundred days a year, can be maintained and operated at an average daily cost of $9.75, which includes running expense and fixed charges. Similarly a five-ton truck costs $11.48 to operate. These figures are considered well above the average.

Manufacturers of motor vehicles will have a special exhibit at the coming automobile show in Chicago, the early part of February. The leading manufacturers will have a display showing from 150 to 200 industrial vehicles. The prospective user will be given an excellent opportunity to gather accurate statistics, and undoubtedly many sales will be consummated.



LOADING MOTOR LUMBER TRUCK



WESTINGHOUSE MOTOR INSTALLED IN MASSILLON LUMBER CO.'S PLANT, MASSILLON, O.

A Unique Motor Drive

A rather novel method of installing motors so as to get sufficient distance between pulley centers for good belt contact and at the same time economize floor space and protect machine operatives from the dangers of moving belts is used at the plant of the Massillon Lumber Company, Massillon, O.

The woodworking machines in the plant are driven by induction motors, each of which is installed on a concrete foundation in a concrete lined compartment below the floor level, and connected with the machine by a long inclined belt. To prevent the motor compartment from becoming filled with the accumulation of sawdust and shavings, each compartment is provided with a trap door cover. In this way no floor space is used by the motor, and at the same time a much longer belt center is obtained than could be had by mounting the motor under the machine. The belt from the floor to the driving pulley is enclosed in a wooden casing, which protects it from being clogged with sawdust and protects the operators from possible injury.

The machine at the left of the accompanying illustration shows the trap door open and the belt casing removed. The machine at the right has the trap door and casing in place. The crosscut saw is driven at 3,500 r.p.m. by a Westinghouse type CCL motor of three horsepower capacity at 1,700 r.p.m. The planer at the right is driven by a similar motor of 10 horsepower capacity. Altogether there are about 75 horsepower of CCL motors in the shop, not all of which, however, use this method of installation.

Foreign Lumber Trade

The Bureau of Manufacturers of the Department of Commerce and Labor at Washington, is establishing a file of the names of American manufacturers and traders for use in distributing the valuable information which reaches it from time to time in regard to foreign trade. Almost daily the bureau receives inquiries for sources of supply for American woods, and such lumbermen as desire to avail themselves of the facilities offered for extending their trade abroad should send to the bureau their names and addresses, and advise it as to the class of business in which they are interested.

News Miscellany

Cincinnati vs. Memphis

Some time ago the lumbermen of Memphis aspired to the championship of the baseball world, in so far as that world was circumscribed by the lumber interests. A gallant army of diamond knights, men of prowess in the wielding of the mighty bat of ash, were secured and, after many moons of secret training in the wilds of the lumber yards, were sent forth on their mission to conquer. And it came to pass that in their conquering march they espied from the surrounding hilltops the peaceful metropolis of Cincinnati, which had already gathered in a few laurels on the green diamond. A defi was issued to the denizens of the smoky burg to come forth and do battle. With modest bearing a small army of baseball warriors, clad in uniforms as varied as the colors in the kaleidoscope, sallied forth to meet the invaders, and after a decisive struggle, taught the haughty Memphians that while they were past-masters in the art of "claiming," they were at the foot of the class in accomplishing.

And now history repeats itself. Having failed in the baseball supremacy, the mighty Memphians are now eagerly seeking to snatch from the banner of the smoky city the innocent words which proclaim that city as "the greatest hardwood center of the world." Already that doughty knight, J. E. Stark, president of the Lumbermen's Club of Memphis, has issued a challenge to the Lumbermen's Club of Cincinnati to prove their claim, a claim which must have caused the Memphian many sleepless hours, as is proven by the date of the lettergram, 3 a. m. And now the war is on, the battle of the pencils will wage until a decided finish, and when it has been finished what will it prove?

The following night lettergram was received from J. E. Stark, president of the Memphis Lumbermen's Club, by President Cliff S. Walker, of the Lumbermen's Club of Cincinnati:

MEMPHIS, TENN., Jan. 6, 1911.
President Lumbermen's Club, Cincinnati, O.:

Memphis is undoubtedly the center of the hardwood production of the United States, if not of the world, is the statement of the chief of the United States Forestry Department. Upon the truth of this statement Memphis challenges Cincinnati and the world. Accurate statistics show that Memphis handles nearly 800,000,000 feet of hardwoods each year, and has the greatest hardwood forests of the world tributary to her. As a place for assembling and distributing hardwood products, this city has no equal. Do you accept this challenge?

J. E. STARK.
President Lumbermen's Club.
Memphis, Tenn., 3:50 a. m.

CINCINNATI, OHIO, Jan 7, 1911.
President Lumbermen's Club, Memphis, Tenn.

DEAR SIR: Your night lettergram of the 6th inst. reached my office this morning, and I shall take much pleasure in presenting it at the next meeting of the Lumbermen's Club of Cincinnati, for such action as the members deem proper. As that meeting will not be held until the first Monday in February, I suggest that you put your statement in just such shape that we may understand your claim distinctly. That is, do you claim that your wholesale lumber merchants and manufacturers actually sold through the Memphis markets 800,000,000 feet, or is your claim that this amount was bought and sold by your merchants and manufacturers, or do you claim that the railroads centering in Memphis delivered that many feet to the Memphis market, or delivered that many feet and hauled out that many feet, or do you claim that amount of lumber was handled solely and entirely by Memphis capital?

No doubt the chief of the United States Forestry Department is correct in his statement that Memphis is undoubtedly the center of hardwood production in the United States but this statement would almost apply to Hopefield, Ark., and cuts no figure in the amount of lumber controlled by the wholesalers and manufacturers of Memphis.

While the general knowledge of the situation convinces me that the wholesalers and manufacturers of Cincinnati do with their own capital handle a greater amount of hardwood lumber than is the case with any other city in the United States or the world, that fact is of very little interest to me, for it is the net results that I think of any value or which to waste time.

Many years' experience with statistics have left me with very slight respect for them, because of their general unreliability, and the challenge you issue to the Lumbermen's Club of Cincinnati, if accepted, will, in my mind, involve a great amount of needless figures, waste of time and mean no monetary gain. Personally I am in the lumber business for financial reasons only. I presume that may be a mere eccentricity on my part. Pardon this digression in giving my personal opinion, and let me assure you that any correspondence from your club on business, pleasure or baseball will be gratifying to all of us, and receive courteous attention.

Trusting before the meeting of our club we will receive further communication, stating specifically what figures are to cover, and how they are to be ascertained, I am, truly,

CLIFF S. WALKER.
President Lumbermen's Club of Cincinnati.

Monthly Philadelphia Exchange

The first monthly meeting of the Philadelphia Lumbermen's Exchange for 1911 was held on Jan. 5, Franklin A. Smith, Jr., president, occupying the chair. The first business of the meeting was the passing of the following resolutions:

WHEREAS, A project is under consideration to build a 1,700-foot dry dock at the League Island Navy Yard, and Congress will be asked during the present session to appropriate $100,000 for preliminary work on this improvement, and

WHEREAS, The strategic position of this navy yard, as a safe and convenient place for repairs, and the facilities it has for giving attention to the condition of the ships of our navy, emphatically indicate the necessity for such a dry dock, therefore, be it

Resolved, That the Lumbermen's Exchange of the city of Philadelphia heartily endorse this proposition, and

Resolved, That it earnestly urge the present session of Congress to act favorably upon this appeal, and, be it further

Resolved, That a copy of this resolution be sent to each member of Congress from Philadelphia.

A resolution was also carried, to petition the president of the United States to exercise the authority given him by the constitution in the matter of executive clemency and grant to W. S. Harlar and his associates, who are charged with peonage in the operation of the Jackson Lumber Company of Lockhart, Ala., an absolute pardon.

A copy of the resolutions passed by the Philadelphia Coal Exchange, requesting councils to pass an ordinance governing the proper disposal of the snow on the sidewalks, and prevent the shoveling of same into the highways, was endorsed.

Charles M. Chesnut, who was one of the representatives of the Lumbermen's Exchange at the National Rivers & Harbors Congress, held at Washington, D. C., on December 7, 8 and 9, gave an interesting report of the work being done by this congress.

The remainder of the meeting was devoted to routine business.

Monthly St. Louis Lumbermen's Club

The monthly meeting of the Lumbermen's Club of St. Louis was held at the Mercantile Club on the evening of January 10. Dinner was served at 6:30 and an orchestra furnished music. At the conclusion of the dinner President Hogg introduced Hon. John F. Lee, who spoke on the new charter, which will be voted on by the citizens of St. Louis January 31. A vote of thanks was tendered to Mr. Lee and the club then unanimously voted in favor of the new charter.

The regular order of business was then taken up.

The minutes of the December meeting were read and approved.

President Hogg announced the appointment of the standing committees for the year. They were as follows:

Entertainment Committee—Henry G. Rolfes, chairman, St. Louis Lumber Company; R. S. Price, Missouri Lumber & Land Exchange Company; T. W. Fry, C. F. Luehrmann Hardwood Lumber Company.

Membership Committee—R. B. McConnell, chairman, Huttig Sash & Door Company; J. L. Scheve, Krebs-Scheve Lumber Company; R. J. Fine, R. J. Fine.

Traffic Committee—Thomas E. Powe, chairman, Powe Lumber Company; C. G. Schilling, W. T. Ferguson Lumber Company; R. E. Gruner, Philip Gruner & Bros. Lumber Company.

Statistical Committee—James Prendergast, chairman, Prendergast Lumber Company; Alf. Bennett, Alf. Bennett Lumber Company; J. R. Massengale, Massengale Lumber Company.

Arbitration Committee—J. G. Knebel, chairman, Guild-Knebel Lumber Company; J. L. Benas, Waldstein Lumber Company; W. M. Klenk, Julius Seidel Lumber Company.

Publicity Committee—Julius Seidel, chairman, Julius Seidel Lumber Company; P. F. Cook, St. Louis Lumberman; U. S. Musick, Louisiana Lumber Company.

Committee on Public Affairs—James E. Gatewood, chairman, St. Louis Lumberman; J. S. Garetson, Garetson-Greason Lumber Company; S. H. Fullerton, Chicago Lumber & Coal Company; C. D. Johnson, Frost-Johnson Lumber Company; C. F. Liebke, C. F. Liebke Hardwood Mill & Lumber Company.

Chairman R. B. McConnell of the Membership Committee reported the following applicants for membership, and they were unanimously elected: William Lothman, Jr., Lothman Cypress Company; Thomas J. Noser, Noser-Eppler Lumber Company; Henry Quellmalz, Henry Quellmalz Lumber & Manufacturing Company; E. W. Blumer, Lothman Cypress Company; H. Buente, Cartall-Buente Lumber Company; T. C. Bledsoe, Bledsoe-McCreery Lumber Company; J. R. Perkins, J. R. Perkins Lumber Company; S. M. Masters, Masters Lumber Company; Edward W. Wiese, Thomas & Proetz Lumber Company; Charles E. Thomas, Thomas & Proetz Lumber Company; C. J. Mansfield, Arkansas Lumber Company; Charles D. Borrowman, Charles D. Borrowman & Co., and Guy E. Jurden, Moore-Jurden Lumber Company.

Thomas E. Powe, chairman of the Traffic Committee, made an interesting report of the committee's work in the matter of protesting against the advance in yellow pine and other rates into St. Louis.

Julius Seidel, chairman of the Publicity Committee, then read the challenge which had been received from the Lumbermen's Club of Memphis, Tenn. (same as that sent to Cincinnati, printed on this page.)

The following reply was sent to the Memphis Club by Secretary Kessler:

January 7, 1911.
President Lumbermen's Club, Memphis, Tenn.

Your challenge to the Lumbermen's Club of St. Louis is a bit anomalous. That you are located in the greatest hardwood forests in the world; in other words, that you live down there in the woods needs no corroborative proof. That point we concede.

Memphis is also noted for being a central market for the most elegant brands of moonshine that creates wonderful propensities for dreams of wealth and greatness, and when freely indulged by Memphis lumbermen, challenging a great city like St. Louis is but a natural sequence.

Our last statistics show that the sales (for consumption and outgoing) were 1,680,888,815 feet, as against your 800,000,000 feet, counted as you read your message, when it comes in and again measured when it goes out.

We accept your challenge and will fight to the death in mortal combat if need be. Therefore "Lay on Macduff, and damned be he who first cries hold, enough."

J. B. KESSLER,
Secretary Lumbermen's Club of St. Louis.

A vote of thanks was tendered to Secretary Kessler for championing St. Louis as a lumber market.

The following letter from J. L. Scheve was read:

ST. LOUIS, December 20, 1910.
Geo. R. Hogg, Pres. Lumbermen's Club, St. Louis.

DEAR SIR: Inasmuch as our new president and his cabinet are ready for next year's work in connection with our club, I will take the liberty of submitting to you an idea, the intention of which is to exploit St. Louis as a lumber market and boost, always boost, St. Louis. I will suggest that the statistical committee compile statistics as to the amount of yellow pine lumber controlled by or handled through St. Louis offices, the amount of yellow pine lumber actually carried in stock in St. Louis yards, the amount of cypress handled through St. Louis offices, the amount of cypress carried in St.

Louis, the amount of hardwoods handled through St. Louis offices, the amount of hardwods carried in stock in St. Louis, the amount of oak and maple flooring carried in St. Louis. This information is to be published in the form of an advertisement in the leading lumber journals, and the club to distribute these statistics in the form of a leaflet of such dimension that all members will be able to enclose a copy in every outbound letter from his office, setting forth thereon the advantage of St. Louis market, advising buyers all over the country that no matter what they want or how they want a car mixed, that St. Louis is the place where the different commodities are carried in stock and always to be had.

Kindly give this your consideration and greatly oblige,

Yours respectfully,

J. L. SCHEVE.

Secretary Kessler then read letters from the Hardwood Manufacturers' Association of the United States and from the Southwestern Lumbermen's Association, inviting the members of the club to attend their meetings.

The meeting then adjourned.

The Hardwood Exchange Defies Hoodoo

The members of the Chicago Hardwood Lumber exchange showed their contempt for the hoodoo of Friday, January 13, by holding their regular monthly meeting at the Union League Club on that day. The meeting brought out some interesting discussion, considerable of the time being taken by the report and a discussion of the work of the Publicity Committee by Chairman Harvey S. Hayden.

Chairman O. O. Agler of the Trade Relations Committee was the first speaker after luncheon, the roll call and the reading of the minutes of last meeting having been disposed of. Inasmuch as another member of that committee had made an informal report at the previous meeting Mr. Agler spoke briefly. In referring to the adoption of the recent tentative agreement, the speaker stated that his committee had met, in conjunction with other lumbermen, four times with the railroad officials. He reviewed the agreement and analyzed it for the benefit of those present, maintaining that while there were some provisions which did not seem in accordance with the rights of the lumbermen, it had seemed to the committee that, in order to further the interests not only of the lumber trade as a body, but of Chicago industries as a whole, it was wise to accept. The lumbermen and the brickmakers were the last to hold out, and at this date probably there is no decided opposition to the proposed switching arrangement.

Joseph Dion, the live chairman of the Membership Committee, showed that in the interim, since the last meeting his workers have secured seven new members: the Van Cleave Lumber Company, represented by Fred S. Tarbell; White Brothers Lumber Company, represented by C. B. White; Konzen, Stumpf & Schafer Lumber Company, represented by J. L. Guabrio; C. D. Marsh & Co.; Pike-Dial Lumber Company; the Marshall Lumber Company and Schultz Brothers & Cowan Company, represented by James Cowan. All the new members in attendance addressed the meeting briefly. During the session the application of the Kimball-Sullivan Lumber Company was passed upon favorably.

Chairman Hayden of the Publicity Committee showed a printers proof of the booklet which has been in the process of preparation for two months and which is to be issued by the Exchange and sent to producing points all over the country. Mr. Hayden reviewed the various departments of the pamphlet and asked for suggestions as to mailing, etc. The book will be bound in veneer, which will be stained to represent five different hardwoods. Five thousand copies will be issued on the original order.

A suggestion which if ultimately carried out will prove not only interesting, but a valuable asset to the local lumber fraternity was advanced by one of the members who suggested the advisability of a monthly report of sales to the Exchange by the various members. This plan has been followed by other organizations with notable success. The chair appointed a committee composed of G. F. Kerns, E. H. Klamm, Edward Skeele, Lewis E. Starr and S. C. Bennett to discuss the matter and report at the next meeting.

Another special committee was appointed by the chair to look into the advisability of initiating some general terms of sale and a credit movement. The committee is composed of F. B. McMullen, George D. Griffith and A. H. Schoen.

Live Wire in the Eastern Field

J. S. Hickok, lumber purchasing agent for the National Casket Company, 3 West Twenty-ninth street, New York, is a valuable factor in the eastern lumber field. His keen business judgment and affable manner make him one of the most popular men with the lumber selling end of the hardwood trade.

Mr. Hickok began business in 1901 as bookkeeper with A. Seaton & Son, Zelienople, Pa., where he gradually worked his way into the outside field, and operated several portable mills, including the making of oil barrel staves. Later he became financially interested in several ven-



J. S. HICKOK, PURCHASING AGENT FOR THE NATIONAL CASKET COMPANY, NEW YORK CITY.

tures, but subsequently sold out. In May, 1909, he went to Asheville, N. C., to take charge of the lumber interests at that point for the National Casket Company, which erected an extensive dimension plant there, designed to consume approximately 7,000,000 feet of chestnut, oak and poplar per year. In March, 1910, he was transferred to New York, where he makes his headquarters at the above address. Mr. Hickok is making one of his regular visits to the Asheville plant to size up conditions there.

Semi-Monthly Memphis Lumbermen's Club

The attendance at the regular semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso January 21, was larger than for some time, there being more than seventy-five present. President James E. Stark was in the chair. The usual luncheon was served.

The most important feature of the meeting was the report of the River & Rail Committee through L. W. Ford. He stated that this committee had met and had organized as a separate body from the Lumbermen's Club of Memphis in order that it might properly take up the fight before the Interstate Commerce Commission in the transcontinental rate case with which readers of the RECORD are familiar. He further stated that, in this organization of the committee, it had secured the services of A. L. Foster of the J. W. Thompson Lumber Company, to take personal charge of the work. This action, it was explained, was taken upon the recommendation of W. A. Percy, who will be the attorney of the lumber interests before the commission. Mr. Percy represented the Memphis Hardwood Rate Association in the old case before the commission involving the transcontinental rate, and Mr. Foster was secretary of that association, and therefore thoroughly familiar with the details of the case. Mr. Foster will secure the necessary subscriptions to defray the cost of appearing before the commission and otherwise opposing the advance of 10 cents per hundred pounds in the transcontinental rate on hardwod lumber from Memphis and Mississippi river points to Pacific coast terminals. Shippers in the entire territory affected will be asked for contributions because of the importance of defeating this proposed advance. Appearance before the commission will be made March 15, according to the arrangements already made with that body.

The entertainment committee, upon which devolved arrangements looking to the entertainment of the delegates to the semi-annual convention of the National Association of Box Manufacturers to be held here February 15, 16 and 17, reported that it had decided that luncheon would be served to the delegates by the Lumbermen's Club of Memphis at noon on the fifteenth and sixteenth, and that a theater party, smoker or some other form of entertainment would be provided for the evening of the sixteenth.

A letter was read from the secretary of the Hardwood Manufacturers' Association inviting the officers of the Lumbermen's Club of Memphis to its annual at Cincinnati, January 31-February 1. The communication was acknowledged with thanks and a committee was appointed, of which F. E. Gary of the Baker Lumber Company, was made chairman, to ascertain the number of delegates from Memphis to this convention and to make arrangements for the trip.

The subject of rates from Arkansas and Louisiana points to the gulf brought up by Howard E. Coles of the Bliss-Cook Oak Company, was referred to the River & Rail Committee, which is to make an investigation thereof and report at the next meeting.

A letter was read from former President S. C. Major thanking the members of the club for the handsome floral offering presented on the occasion of the recent death of his wife, and also for the resolutions of sympathy adopted unanimously by the club at the last meeting.

T. D. Nellis, manager of the newly opened yards of John M. Woods & Co., Boston, and J. H. Stannard, local manager of the G. W. Jones Lumber Company, Appleton, Wis., were elected to active membership.

Meeting Evansville Lumbermen's Club

The monthly meeting of the Evansville Lumbermen's Club was held on the night of January 10, with Secretary Geo. O. Worland recording.

After the disposal of regular business, officers for the ensuing year were elected as follows: Bedna Young of Young & Cutsinger, president; D. B. MacLaren of D. B. MacLaren & Co., first vice-president; F. W. Rietz of Clemens Reitz Sons, second vice-president, and Elmer D. Luhring of the Wolfin-Luhring Lumber Company, secretary. The directors of 1910 were re-elected to serve during 1911.

O. W. McCowen, the retiring president, gave a forceful talk, in which he advocated the keeping of a bureau where information on credits and business standing could be exchanged by the different clubs. Mr. McCowen said that several cases had come under his

cases recently where consignees had deliberately turned down cars of lumber with the ostensible purpose of gaining a large cut on the car. He believed if such a bureau was kept, the knowledge that such an action would at once be known by all the members, would make consignees give the shipper a square deal.

A committee was appointed to attend the meeting of the Indiana Hardwood Lumbermen's Association at Indianapolis on January 17, and endeavor to bring the next meeting of that association to Evansville. J. V. Stimson was appointed chairman of this committee.

The next meeting of the club will be held February 14, at which time President Young will announce the standing committees for this year.

Shipments of Redwood for 1910

An unusually active redwood market during the last six months of the past year brought the aggregate sales for 1910 up to 446,097,661 feet. This stock was shipped principally by the mills located along the coast of northern California, and since the taking of statistics was started in 1894, the cut of no one year has approached that of 1910. In 1907, the next largest year, the total movement was 10,000,000 less than in 1910, while the year shows an increase over 1909 of 43,500,000 feet. The mills exported directly an aggregate of 63,561,707 feet, while about 135,000,000 feet went to southern California and the remainder, 248,000,000 feet approximately, was received by points on the bay of San Francisco. The export business has always been very uncertain and shows wide variation in the total number of feet shipped from year to year, but during 1910 the export trade was larger than ever before. This is also true of the shipments to points in southern California, which exceeded by 26,400,000 feet the next largest shipment, that of 1909. On the other hand the shipments to the bay of San Francisco showed a falling off from the figures of 1906 and 1907.

Conservation Jeopardized

Ex-President Roosevelt's conservation policy seemed to be in serious danger of receiving a decided setback according to reports emanating from Washington relative to a protest by a Colorado cattleman. The gentleman in question is Fred Light, who was enjoined by the United States circuit court of Colorado from grazing his cattle on federal forest reserves in that state. The circuit court handed down a decision against Mr. Light in the face of his contention that the formation of the reserve without the consent of the state was a direct violation of the constitution of the state, and furthermore, that inasmuch as the federal reserves are not fenced, the claim of trespassing could not justly be brought against him in his state. The complainant has appealed his case to the supreme court of the United States, before which tribunal it was up for oral argument January 23.

Mr. Light is not making his fight alone, but is supported by the state of Colorado, with Attorney-General John T. Barnett in charge of the prosecuting lawyers. In the brief which these gentlemen have submitted to the authorities in Washington, they state that the withdrawal from settlement and improvement of large areas of land in the West works a hardship upon those states in which the reserves lie. It says: "Other states were left free to develop through the settlement of public lands within their borders—the settlers having free pasturage upon such lands and timber, therefore, for their necessities—until the entire area of land having any value became private property." It is the contention of the lawyers that the withdrawal of large areas from the public domain is against the interests of the state, and gives it an unequal position for development in competition with other states.

The brief goes on further to show that the forest reserve area in Colorado is equivalent in extent to the states of Connecticut, New Hampshire and Massachusetts. It is further claimed that the exemption from taxation on this government land seriously impairs the state revenues, and also that even if the whole action were beneficial it does not lie within the domain of federal government to carry on the work of forest reservation without the consent of the states specifically involved.

A Live Wire Sales Manager

One of the live wire sales managers of the country is Herbert E. Sumner of Hamilton H. Salmon & Co., 88 Wall street, New York. Mr. Sumner believes in keeping in close and intelligent touch with his salesmen, and personally taking them into his confidence on the way he does business, and the way in which he wants his subordinates to carry out his ideas.

Mr. Sumner gathered the salesmen of his institution together a few days ago and gave them a general talk on business for the new year. An abstract of his suggestions are as follows:

"We are starting out on a new year. What does it mean to you? The mill does not grind



HERBERT E. SUMNER, SALES MANAGER HAMILTON H. SALMON & CO., NEW YORK CITY

to the water that has passed. Last year's business is past. We want a record for this year double that of last. It will be a fight for trade this year on ordinary hardwoods, but we don't want to do business only on ordinary hardwoods. There are so many talking points to each and every kind of lumber that we think it a matter of policy to educate customers to buy from the quality standpoint."

Furthermore, he said to his salesmen that the element of successful salesmanship consists of getting the customer, selling him and then keeping him. The first he regards as his own job, which he does by advertising and a follow-up system. The second is the salesman's, and the third is up to the mill department, and to both himself and the salesman.

Mr. Sumner insists upon optimism among his salesmen, in knowing their business from A to Z, and being experts in securing business. Mr. Sumner's house is an old one, established in 1876, and one which has a reputation, but does not bank on it. The company's sales for 1910 were twenty per cent over the previous year. It is going out this year after a large increase in volume above any previous year's history.

Biltmore Doings for December, 1910.

The first part of the month of December saw us in the forests of Saxony—that German state which is particularly famous for its efficiency in forest finance. The forests of Saxony are doubly interesting for the reason that complete records have been kept of them ever since 1816, so that statistical material is available in Saxony better than elsewhere in Europe. The value of the forests has increased, in the course of the last century, at a compound rate of three per cent per annum, whilst the woods were furnishing, simultaneously, a surplus dividend of two and one-half per cent on an average.

Our headquarters were, to begin with, at Dresden, the capital of Saxony. Two days were spent at Tharandt, a suburb of Dresden, harboring the oldest forest school in the world. This school was founded in 1811 by Henry Von Cotta, the "father of forestry."

The forest school in Tharandt (which, by the way, is a purely technical school, not "attached" to any university), has a splendid equipment. Connected with the school is a school forest of several thousand acres, and it has at its command a splendid outfit of collections, implements, laboratories, and so on, continually increased and maintained in a truly model style.

The authorities at Tharandt, whose names are well known to the current literature on forestry, treated us with the utmost consideration; not only were all of the establishments and the collections and museums shown to us, but the various teachers gave us short lectures in their various class rooms, showing the style of lecture work, and outlining the main courses offered by them.

Very interesting, also, is the forest aboretum at Tharandt, where are found practically all of the American timber species, represented by specimens of good size. We use this opportunity to submit to the officials and teachers at Tharandt Forest School our sincere thanks, assuring them that we shall never forget our pleasant and interesting stay at Tharandt, that time-honored cradle of conservative forestry.

An entire day was spent in the school forest, which is placed in charge of the president of the Tharandt Forest School. It is stocked particularly with spruce, that being the most remunerative species. All the spruce in Saxony nowadays is being raised artificially by the planting either of seed or of seedlings. The mature forest is removed in narrow strips; in the course of time one strip being arranged alongside of the other, the forest presents the appearance of flights of stairs.

Splendid means of transportation are at hand in the shape of macadamized roads. Logging operations are conducted continuously all the year round. Some plantations of Douglas fir traversed by us were remarkable for their growth; but, on the other hand, a remarkable amount of damage was done among them by ice storms.

From the plains near Dresden and Tharandt we went southward to the Saxon Erzgebirge, close to the frontier of Bohemia, a mountain range rising to an altitude of 4,000 feet. Within a huge stretch of unbroken forest, spruce rules supreme—and for good reasons: there is a splendid market for it within the woods, the creeks and rivers being utilized to the utmost for every inch of their fall, to drive the wheels of sawmills, pulpmills and paper mills. The rivers have little chance to run in their regular course, the water being deflected continuously into turbines.

The soil, on the whole, is not very good—it is absolute forest soil, unfit for any production other than that of trees. The annual cash dividend obtained from the woods varies between nothing and six per cent on the investment. The rate of revenue is governed, on the one hand, by the size of the investment (between $100 and $250 to the acre) and, on the other hand, by intensity of the annual cut.

Clear cutting alone, of matured timber is in vogue (with the exception of thinnings); the cleared areas are afforested immediately at an expense varying between eight and ten dollars to the acre. All the logs, and all of the pulpwood cut by the foresters on behalf of the owner are sold by auction. This section of Saxony has developed most wonderfully in the last twenty years, and the development has meant, naturally, the establishment of a large number of industries, some of them detrimental to the woods—not by exhausting the timber, but by killing the trees with the toxic gases emitted from their smoke stacks. The influence of these gases (notably of sulphuric acid) on certain parts of the state forest was shown strikingly. No remedies are yet known by which this damage might be restricted. The owners of the forest abandon the raising of sensitive species, producing in lieu of them the less sensitive kinds.

Naturally we were much interested in German methods of logging. Quite frequently the trees are taken out with the roots, and what we call a stump in America is added to the butt end of the log, the roots at the butt of the stump being severed from the tree when the latter is pulled down. The logging sleds, which were being used at the time of our visit—there being about fifteen inches of snow in the woods—are of a rather rude design. Their capacity, however, is extreme, the average load being 5,000 feet, board measure, to the sled. Needless to say that we visited the sawmills (gangsaws) and the pulp mills in this district. Returning to Darmstadt towards the middle of the month of December, we also inspected a sawmill at Darmstadt, a steam mill in which there are found gang saws and horizontal straight saws, the latter being used for the heavier and more valuable logs. The mill owner is, incidentally, a milling contractor, preparing in the mill, ready for nailing, the entire structure of lumber required by the builder for a given house.

HERBERT L. SULLIVAN,
Class President, B. F. S.

Quebracho Timber in Paraguay

Americans have made inquiry as to quebracho resources supplementary to the articles which have appeared at various times in Consular and Trade Reports. The price of quebracho lands in Paraguay is from $6,000 to $7,000 Argentine gold ($1 of which equals $0.965 American) per square league (4,633.125 acres). Nearly all the capital invested in Paraguay quebracho lands is Argentine. As the trees are dispersed in other timber, it is considered necessary to acquire tracts of 50 to 160 square leagues, and even much greater in extent, in order to obtain a fair average to the league. It is necessary before purchasing to have the land thoroughly examined by an expert, to determine whether it is really quebracho land. River frontage is necessary on account of the great difficulty of transporting the logs. Because of the large area of land in proportion to the amount of quebracho timber, capitalists interested in this industry, as a rule, combine the cattle business with it.

Paraguayans do not at present take to the quebracho industry, unfortunate experiences having been somewhat common in connection with it. The probable reason is lack of sufficient local capital to embark on a large scale and so minimize the element of uncertainty. No one here seems to be able to give any kind of a basis for valuation of quebracho lands. The average number of trees per league is a matter of mere venture. The limit of production from large areas does not seem to have been found. The returns from an investment are probably a matter of handling the labor.

Practically no quebracho timber or extract is sold in Paraguay, but is shipped to Buenos Aires, where it is consumed or trans-shipped to Europe. The freight rate on timber from Asuncion to Buenos Aires is $3.40 to $3.82 per ton, American money. Quebracho logs are quoted in Hamburg at $22.50 per 1,000 kilos (2,204.6 pounds), cash, and $23 on time payment; extract of quebracho, $7.40 per 100 kilos, cash, and $8.30 on time.

John S. Hurd Opens New Chicago Office

John S. Hurd's many friends in the trade will be pleased to learn of his having taken up a new abode at 851 Marquette building, Chicago. The first of last June Mr. Hurd started in the wholesale business for himself, with offices on South Water street, in this city. He has just taken up his new quarters in the Marquette building, and is now equipped with all the necessities for taking care of a large trade. His personality and always pleasant disposition, together with his known ability and willingness to produce the goods, have made for him a host of friends among both the mill and the consuming trade.

Mr. Hurd is a practical lumberman. His knowledge of the lumber game is founded upon an experience running back through all the essential steps, down to the humble position of



JOHN S. HURD, CHICAGO.

tally boy, in which capacity he started in the employ of Nicola Brothers of Pittsburg in 1900. At that time this firm was handling large quantities of cottonwood through Cincinnati, where Mr. Hurd received his first experience in the inspection of cottonwood and in which he has become a specialist. From his position with Nicola Brothers, Mr. Hurd went with O. P. Hurd, Jr., & Co., Cairo, Ill., which firm is headed by an older brother, and was then located at Cincinnati. He remained with them for eight years, working in the capacity of bookkeeper, inspector at the Cairo yards, and then as traveling salesman.

Mr. Hurd states that during the last two years he was with O. P. Hurd, Jr., & Co., he sold yellow pine for several of the large southern manufacturers, to prepare himself for which he made a trip through the yellow pine districts, acquiring an intimate acquaintance with grading and stocks of the different mills. Since that time it has been his policy to take a trip among his southern mill connections at least once a year, to keep in touch with what they are doing. It is Mr. Hurd's belief that he has as many friends among the mill trade as among the buyers.

It is Mr. Hurd's intention to specialize in plain and quartered red and white oak, gum, cottonwood, cypress and yellow pine. He has mill connections of unexcelled character for all of these lines. His cottonwood comes from a large band mill in Arkansas, specializing in equalized stock cut from virgin timber of the yellow variety. Its output is 60,000 feet a day. He also handles the stock of a Mississippi band mill, specializing in quartered white oak and an Arkansas mill which cuts equalized gum as a specialty. This is largely sap, most of the red being exported. He depends for his cypress on large mills in Mississippi, from which state also he gets some of his stock of yellow pine. One mill in that state makes a specialty of long-leaf timbers, which are handled by Mr. Hurd. Other connections in Arkansas and Louisiana specialize in short-leaf finish and shed stock.

Scarcity of Willow

Judging from the demand and prices offered, there would appear to be a dearth of "maiden" or unpollarded willow, suitable for the making of cricket bats. This is hardly to be wondered at, for very few willow trees have been planted, and of these the majority are practically unsuitable for the manufacture of the best class of cricket bats. The only willow worthy of culture for the making of cricket bats of the most approved description is what is known as the white willow (Salix alba), and one or two well-marked varieties of the same. The trees also, it should be remembered, must on no account be pollarded at any stage of their growth, that is, they should not be cut over or their heads removed, as is frequently the case in willow culture, probably owing to the whole members of the family bearing pruning with impunity. When it is considered that the willow, every species, is about the readiest cultivated tree that is grown in this country, and that it will succeed best in damp ground, where other species would in all probability die out, the reasons why it has not received more attention will be difficult to explain, especially when the high price of the timber, when suitable for batmaking, is taken into account. Not long ago, for ten trees growing within a few miles of London, $500 was offered and refused, and at some sales of mixed timber the best class of willow changed hands at about $2.50 per cubic foot. But even if the middle price of from $1.25 to $1.80 per foot is taken, the inducements to plant the white willow for purely commercial purposes will be obvious.—Timber News.

Cross-Lining Arrangement on Log Band Saw Machines

A writer in the British Timber Trades Journal says: "I notice nearly all the American manufacturers fit their log band sawing machines with a cross-lining arrangement for directing the path of the saw on the wheels, whilst in England it is usually conspicuous by its absence. Is it necessary or otherwise? I should be glad of your opinion—or that of any maker or any of your practical readers—on this point."

If the saw blade is correctly tensioned, and the teeth are of the right shape for the wood and properly sharpened and set, cross-lining should not be necessary. We understand, however, American manufacturers recommend its use, particularly when the saw is getting dull, as they say by giving the blade a little more lead forward more cutting is done.

One writer on this subject says: "Should you attempt to track the saw by tilting the top wheel alone, you will throw it out of line with the bottom wheel, and as the whole strain is on the front edge of the wheel, it must cause a side pull, springing the rim of the wheel out of line with its own shaft, so that at every revolution the rim travels at one angle and the shaft at another. A saw that is running on wheels in this position can never get a firm seat on the rim, as there is a peculiar cross-grinding motion between the saw and the rim of the wheel

[illegible] the tongue in the new grade, and [illegible] bear on the rear of the wheel [illegible] only one set of bolts. This increase of pressure on the top [illegible] making matters worse. Then it is only a question of the weakest point [illegible] something is going to break. All this trouble and annoyance can be avoided by the cross-lining arrangement."

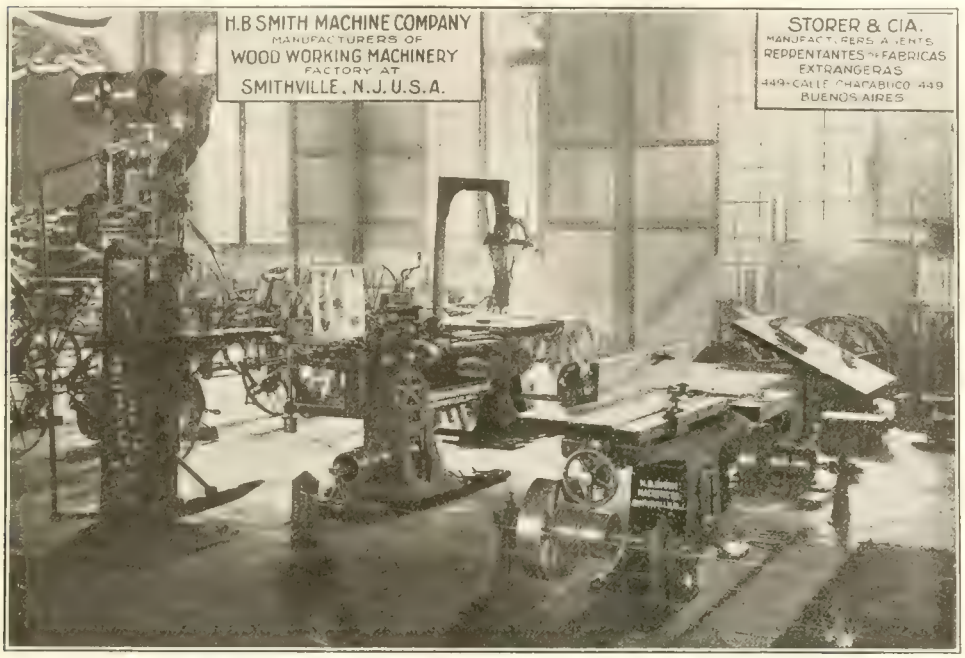
H. B. Smith Exhibit at Buenos Aires Centenary Exposition

The Centenary Exposition which has been in session at Buenos Aires during the last several months, is in honor of the one hundredth birthday of the Argentina Republic and therefore as a celebration is not very different from the Centennial Exhibition at Philadelphia some thirty-five years ago.

Accompanying this article are cuts of only one of the buildings and in which machinery and various mechanical products are located. THE RECORD is indebted to the H. B. Smith Machine Company of Smithville, N. J., for these half-tones, which include two interior views, showing its exhibit of some five or six woodworking machines. The exhibit was in charge of Messrs Storer & Cia of Buenos Aires, who represent the H. B. Smith Machine Company in Argentina, Paraguay and Uruguay.

The machines exhibited were as follows: First, a hand planer or jointer, with a substantial frame and both tables having horizontal and vertical adjustments. The machine is provided with a safety guard, an adjustable guide and a countershaft. Second, a bevel saw table in which the table adjusts up and down to regulate the depth of cut, and it is fitted with cross-cutting and slitting gauges. A countershaft and saw are included in the equipment. Third, a single-end tenoner, with copes for door and sash work. These machines may be fitted with single or double heads, and with or without copes. The carriage is mounted on roller bearings so as to move easily and true across the ways. Fourth, a reciprocating mortiser, which, in this case, is fitted with a boring attachment and with a compound table having a rack and pinion feed for working all kinds of hardwoods. The fifth machine is a jig saw of modern design, for doing all kinds of inside work, such as fret work, etc. The company also exhibited its well known 36 inch standard band saw machine.

The machines shown in this exhibit are only a few of the many which the H. B. Smith Machine Company builds. They were so well received by the visitors of the exposition and by various woodworkers that it has resulted in considerable business to the company. At this writing it has a number of unfilled orders on hand for that part of South America.



ONE OF THE EXHIBITS OF THE H. B. SMITH MACHINE COMPANY AT CENTENARY EXPOSITION, BUENOS AIRES, ARGENTINE REPUBLIC

Forester Graves Makes Annual Report

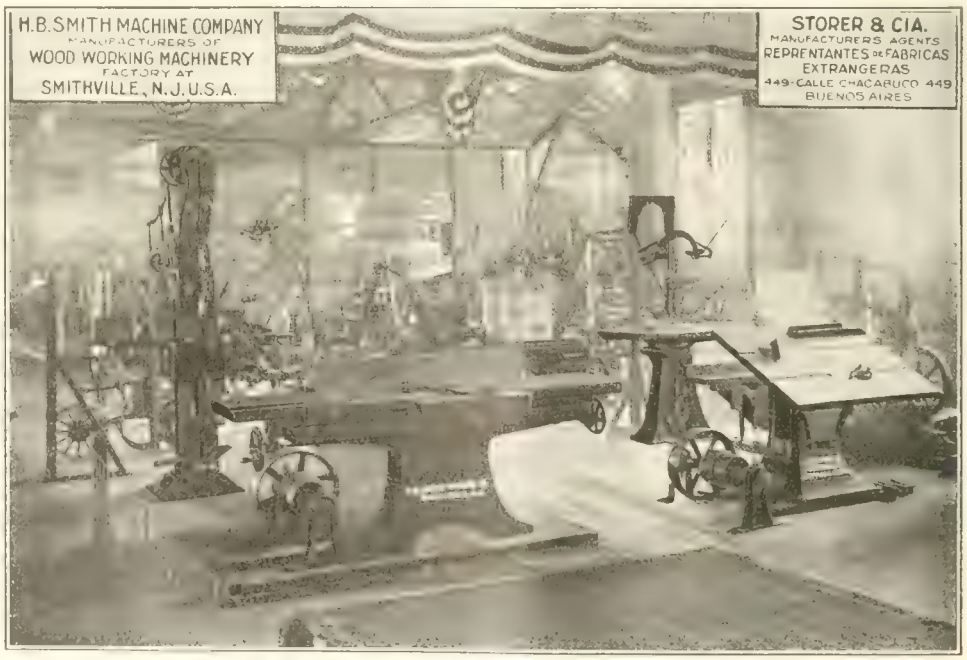
Chief Forester Henry S. Graves, in his recently published annual report, shows that there are now 192,941,197 acres in national forests, on which are employed 2,500 persons. On this area grow 530,000,000,000 feet of timber, which figure does not include the Alaskan stand. Sixty-three per cent of this is on the Pacific coast, twenty per cent in Idaho and Montana, twelve per cent in Arizona, Colorado and New Mexico, and five per cent in other forests. In speaking of water power, Forester Graves says that the question rests on three principles: (1) That the government as owner of the land has the right to fix the conditions under which a private individual may take possession for private business use; (2) That as trustee for the public, it is the duty of the government not to permit the use of public property without due return, which return should not be obtained on terms to lessen the supply of an industrial commodity of importance; (3) It is the government's duty to prohibit the tying up of power by speculators who intend to profit by selling at a high price.

The cost for the past fiscal year was $3,752,316 for the administration of the forests. The total cut during the year was 484,412,000 feet, of which 379,000,000 feet were cut under sale and 105,000,000 under free use. The average stumpage price last year was $2.44, compared with $1.98 in 1909.

Summaries of Foreign Markets for 1910

According to reports of British houses, the mahogany business of the year 1910 was generally more satisfactory than for the preceding year. A considerably higher rate of values was maintained, which is rather remarkable considering that the total increase in importations was about forty-five per cent over the 1909 trade. The steady active demand throughout the year kept stocks down to a moderate figure, which, with fairly regular supplies, maintained a steady, reliable market. Eighty-nine per cent of the import arrived from the west coast of Africa, most of this wood being absorbed by the American trade. The market for Mexican mahogany was exceedingly steady, with the other varieties in a similar position.

The import of American logs was rather light, and materially below the figure for the year of 1909. Logs of good quality have enjoyed an active market throughout the year, and have



ANOTHER EXHIBIT OF THE H. B. SMITH MACHINE COMPANY AT CENTENARY EXPOSITION, BUENOS AIRES, ARGENTINE REPUBLIC

always been in demand, but inferior stock has been rather long on the market and commanded but moderate prices. Low rates and excess of supply have marked the trade in walnut planks and boards. It was recommended by British houses that shipments be suspended.

The supply of oak planks, boards and logs from the American continent showed a marked increase over the year previous and aggregated a goodly figure. Wagon oak plank met with excellent sales, particularly the best grades, which have commanded satisfactory prices. The increasing quantity of low-grade boards has resulted in decreased prices and an overstocked market in that line. The inquiries for United States timber have been disappointing, with a fairly active request for Quebec timber.

The shipment of ash for the year is above the normal and originated mostly in the United States. There has been an active sale all the year, with satisfactory prices. On the other hand the total import of birch was only about one-half of the supply shipped in 1909. The demand was steady throughout the year, and the end of 1910 showed stocks greatly reduced, with advanced firm prices.

There was a remarkable increase in the import of poplar logs, boards and planks, the log trade being increased three times over. Good grade logs of large size have been in constant demand and have commanded good figures, but as usual small wood has been a poor article on the market. The price of high-grade planks and boards has enjoyed a material increase, for which the increased cost from shippers has been responsible. The result is a falling off in trade and high prevailing values.

The market for walnut in this country has consumed about one-half of the product taken in 1909 in logs, while in boards and planks the shipment was doubled. The result of this large importation in boards has affected prices unfavorably, while the decreased supply of logs has effected a higher market value.

An increased import of hickory has been noticeable in the past year, with a large consumption, leaving but a small stock on hand at the close, with steady prices. The same can be said of gum and hazel pine from this country, which have met with a good sale and favorable prices. There is a slight decrease in import and in consumption.

The report from the leading timber house of Hamburg, Germany, states that the mahogany import during the year 1910 increased forty per cent over the business for 1909, and even surpassed the large importation of 1908. This was, however, not evident in the consumption, which showed an increase of but twenty per cent. However, an extremely healthy market prevailed through the year, and as a general thing there was no difficulty in disposing of shipments immediately upon their arrival. This was effected with a considerable advance in prices, which showed a decided tendency upward right up to the end of the year. The German house referred to, states that there is every indication of a continuance of these conditions, and that they recommend continued shipments.

Chilean Wood Pulp

Much attention has been given recently to the production of wood pulp in the forest section of Chile, and it is understood that the government is ready to do what it can to aid in the development of the industry, which seems likely to be of importance, as there is an abundance of raw material, the Chilean forests containing immense quantities of timber suitable for pulp production. One company has asked permission to install a 10,000-horsepower plant at the outlet of Lake Llanguihue, near Puerto Montt, to supply power for a pulp factory.

Thus far French and German interests seem to be in the lead, but it is understood that several Americans have been looking over the field.

Tight Cooperage Production for 1909

The reported production for tight barrel staves during 1909 was 379,231,000 pieces, which had a total value of $9,201,964. This is a considerable increase over the production for 1908, which included 345,280,000 pieces. The material difference in values, however, is shown by the fact that the output of 1908 sold for $10,009,295. In 1909 there were 20,691,201 sets of headings manufactured, a slight increase over 1908 figures, and a considerable decrease in 1907. The value of heading manufacture for 1909 and 1908 was $3,716,296 and $4,397,148.

High Prices of Oak

Unusually high prices were obtained for a number of old and dead oaks that were removed from Welbeck Park, England, during last summer. One very fine specimen brought $600, another $550, while others ranged from $100 to $250 each. Thirty-five trees in all realized the handsome sum of $5,500.

Miscellaneous Notes.

The Glidden Veneer Company of Wausau, Wis., recently closed out its business.

The Van Nest Woodworking Company of New York City has recently closed out its business.

The Kephart Manufacturing Company of Harrod, O., has been succeeded by the Wood Novelty Company.

The Hawkins Lumber Company of Arcola, Ill., recently increased its capital stock from $12,000 to $18,000.

The Becht Piano Company was recently incorporated at Louisville, Ky., with a capital stock of $40,000.

The Lake Lumber Company of Hebron, O., has recently been incorporated with an authorized capital stock of $20,000.

The Great Eastern Lumber Company has recently been incorporated at New York City, N. Y., with a capital of $400,000.

The Guyan Lumber Company is a new concern to enter business at Herndon, W. Va. It is incorporated with a capital stock of $200,000.

The Lake Mills Hardwood Company of Lake Mills, Wis., has recently been incorporated with a capital stock of $15,000 to succeed George H. Bruns.

The C. C. Manuel & Sons Company of Richford, Vt., extensive veneer manufacturer, has been absorbed by the Escanaba Woodenware Company of Escanaba, Mich.

Powell Crosley, assignee of the Albro Veneer Company of Cincinnati, O., recently reported to the Insolvency court that he had sold assets of the company for $13,194.14.

Fire of unknown origin broke out in the factory of the Hardwood Door Company, St. Paul, destroying the structure and entailing a loss of $50,000, insurance $40,000.

A new concern for Charleston, Miss., is the City Lumber Company, which has recently been capitalized at $10,000. The incorporators are J. M. O'Neal, J. C. Wilson and others.

The Deer Creek Lumber Company of Cass, W. Va., is contemplating the erection of a band sawmill with a daily capacity of 50,000 feet. The new plant will cost about $20,000.

A new concern for Eunice, La., is the Lewis-Barnett Hardwood Company, Ltd., capitalized at $15,000. The incorporators and directors are J. C. Blevins, J. J. Lewis and Earle Barnett.

The Tylertown Lumber Company has recently been incorporated at Tylertown, Miss., with a capital stock of $50,000. The incorporators are L. L. Lampton, W. M. Lampton, and C. W. Conner.

The large furniture manufacturing plant of Snyder, Swink & Co. of Wapakoneta, O., was totally destroyed by fire January 6. The loss is estimated at from $25,000 to $30,000, without insurance.

The Eastern Shoe Manufacturing Company was recently incorporated at Rowellville, R. F. D. from Fittsville, Md., with a capital stock of $10,000. The company will manufacture baskets, crates and wooden shoe packages.

The A. W. Ford Lumber Company is a new concern to enter business at Shelby, Miss. It was recently incorporated with a capital stock of $10,000 by J. A. Latiolus, H. L. Wilkinson, J. C. Roberts, and M. A. Ford.

The Kentucky River Hardwood Company of Huntington, W. Va., has recently been incorporated with a capital stock of $300,000. Its incorporators are S. M. Croft, W. A. Williams, U. B. Buskirk, Paul W. Scott, and H. T. Lovett.

The lumber business of Joseph Murphy was incorporated a short time ago under the name of the Murphy Lumber Company of Urbana, O. Mr. Murphy is general manager of the new concern and has associated with him his son Chalmers.

The Deming & Thompson Company of Frankfort, Ind., has recently been incorporated with a capital stock of $25,000, to manufacture and sell lumber and lumber products. Its incorporators are George L. Thompson, C. C. Thompson, and M. F. Thompson.

The Ehman Mantel & Door Works of Decatur, Ill., was destroyed by fire January 8. New machinery worth $75,000 had recently been installed. The total loss is estimated at $200,000, with insurance of $110,000. The origin of the fire is unknown.

Officials of the Eastern Basket & Veneer Company, which has its main office at Holland, Mich., have decided to close their factory and sales room at Syracuse and to enlarge their plant in Albany, N. Y. The plant will be greatly enlarged and the force of help will be doubled.

The Harbour-Longmeyer Company was recently incorporated at Oklahoma City, Okla., with a capital stock of $100,000. The company will carry on a general furniture business. Its incorporators are J. F. Harbour of Oklahoma City, and Wm. Longmeyer of Shawnee.

N. W. Denninger, manager of the Letts Box Veneer Cooperage Company, Oklahoma City, Okla., recently announced that his concern is preparing to erect a first-class cooperage and veneering factory in Wheeler Park, east of the Christal tracks. The new plant will be two stories in height, 60 x 100 feet, and will cost approximately $20,000.

The Portsmouth Woodworking Manufacturing Company of Norfolk, Va., has recently been incorporated with a maximum capitalization of $5,000, and a minimum capital stock of $1,500. The new concern will manufacture lumber and all kinds of woodwork. Its officers are J. P. McCullough, president; J. W. Outten, secretary; E. W. Rabb, treasurer; all of Portsmouth, Va.

The splendid shipping facilities from Cairo, Ill., have induced the Schuh-Mason Lumber Company to abandon its St. Louis office and concentrate its business at Cairo. This has necessitated additional office room and an increased clerical force. Charles Schutter, who was one of the most efficient clerks for the First Bank & Trust Company, has resigned that position to go with the Schuh-Mason company.

A new planing mill and lumber yard is being erected by C. A. Welsh at Williamson avenue, Youngstown, O., on the line of the Youngstown & Southern Railroad. The ground occupied by Mr. Welsh is 130 x 580 feet. The mill, which will be 60 x 100 feet, is partially erected, and work on the office building has already been begun. Both buildings will be completed as soon as possible, and operations will be begun at once. The Y. & S. has constructed a 130-foot switch to connect the new concern with its line. In addition to the planing mill and whole-

[illegible] Mr. Wood expects to add coal yard and also to deal in builders' supplies some time next fall.

The Watermaker Company of Grand Rapids, Mich., is adding a two-story brick building with basement to its present plant, the size of which is about 50x100 feet. This will practically double the capacity of the plant. A complete new steam plant is being installed, consisting of the latest type of Corliss engine, which will develop 150 horse power, a new boiler, etc. These will be in a new boiler house at the rear of the addition. When the steam plant is installed and in operation, the company proposes adding some other new and larger machinery. The entire cost of the improvements will amount to about $20,000. The company manufactures office filing cabinet and supplies used in the large variety of systems and is being crowded out of its present quarters and compelled to build in order to take care of its growing business. The roof of the new addition will be constructed in such a manner as to enable the company to add other stories in the future.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

A new Chicago trade newspaper is the American Furniture Manufacturer, published by the Trade Periodical Company, 355 Dearborn street. This institution is one of the veteran trade newspaper publishing houses of the country, and among other publications prints that splendid example of trade newspapers, The Furniture Journal, the foremost in its line in the country. The American Furniture Manufacturer is a fine effort and is devoted to the technique of every detail of furniture production, and naturally its circulation will lie largely with the furniture manufacturing trade.

H. B. Milliken of the Advance Veneer & Lumber Company of Indianapolis, Ind., paid his respects to the RECORD on January 20. Mr. Milliken was on his way home from a visit at Grand Rapids, Mich., where he had been in attendance at the furniture sales exposition.

C. R. Ransom, secretary and treasurer of the Gayoso Lumber Company, Memphis, Tenn., spent a few days in Chicago last week and made a call at the RECORD office. Mr. Ransom stated that the Gayoso Lumber Company has just closed a very satisfactory year's business. This company operates several sawmill plants in the South and, in addition, is a large buyer from other plants.

The RECORD acknowledges a call from A. M. Todd of the Chas. F. Luehrmann Hardwood Lumber Company, St. Louis, Mo., who was a Chicago visitor a few days ago.

Harry Stimson of the Vanden Boom-Stimson Lumber Company, wholesale hardwoods, Memphis, Tenn., was a Chicago visitor last week, and dropped into the RECORD office. Mr. Stimson has established a large and satisfactory business at Memphis during the last year.

Frank Barns of the McLoud Lumber Company, St. Louis, son of W. E. Barns of St. Louis Lumberman, was a Chicago visitor last week. Mr. Barns has just returned from an extended trip looking over timber properties in the Northwest.

F. T. Dooley, the hustling head of the Dooley-Stern Lumber Company, manufacturers of southern hardwoods at Memphis, Tenn, spent a few days in Chicago last week and dropped into the RECORD office. The Dooley-Stern Lumber Company closed a satisfactory year's business, and Mr. Dooley looks with optimism on the outlook for the year to come.

Joseph P. Dunwoody of the wholesale lumber house of Fleck & Dunwoody, North American building, Philadelphia, Pa., was a welcome caller at the RECORD office on the twentieth. Mr. Dunwoody has been making a tour of Michigan, Wisconsin and Minnesota, seeking a source of lumber supply for the eastern market.

W. D. Young, head of the big maple flooring and hardwood manufacturing institution at Bay City, Mich., of W. D. Young & Co., was a Chicago visitor on January 14. Mr. Young reports that his maple flooring factory is now working full day capacity, and that very soon the plant will be run with a night shift as well.

Secretary C. M. Crawford of the Yellow Poplar Lumber Company, advises that by the aid of its splash dam system, it got out 8,000 new logs last week delivered at its Coal Grove log harbor, and started up its sawing on January 16. This is probably the earliest date in poplar history that an Ohio river mill was able to secure a new crop of logs and start sawing. Mr. Crawford reports that the new logs are "dandies," and that the company is making some of the finest lumber it ever produced.

The RECORD acknowledges receipt from White Brothers, San Francisco, of an elaborate stock list showing their holdings of hardwood lumber at the present time. This list includes a comprehensive stock of almost every variety of American and foreign woods. It is one of the most extensive and catholic stocks held in the United States. White Brothers make the claim that it is the largest and most varied stock on the Pacific coast. At its new plant at Fifth and Brannan streets, they have all the latest facilities for handling, storing and shipping hardwoods. They call particular attention to their stock of eastern Japanese and Siberian oak.

The Walker Veneer & Panel Works of Chicago, which manufactures and sells the Bird's-eye Walker veneer gauges, is having an excellent trade in this little device. This company advises that it received an order for a dozen of these gauges to be shipped to Russia through its advertisement in the HARDWOOD RECORD.

N. A. Gladding, secretary and sales manager of the [illegible] Atkins saw house of Indianapolis, Ind., spent Saturday in Chicago in consultation with his representatives at the Chicago store. Mr. Gladding reports that business is materially improving in saw and kindred lines.

The book department of Popular Mechanics of Chicago just placed on the market a treatise on heat, bearing that title, by J. Gordon Ogden, Ph. D. The subject, as advanced by Mr. Ogden, should present no material difficulties, even to the lay mind.

The Huddleston-Marsh Lumber Company reports having recently laid in a large stock of bay-poplar veneers. It claims that this wood answers all the purposes of yellow poplar, and is cheaper. This company always carries a complete line of all kinds of veneers.

R. S. Bacon of the R. S. Bacon Veneer Company of Chicago and Mobile, has been on the road most of the time for the past few months. He reports a satisfactory business.

J. W. Thompson of the J. W. Thompson Lumber Company of Memphis, Tenn., was in Chicago the latter part of last week, and his many friends among the Chicago trade enjoyed visits from him.

John S. Hurd, who has recently taken new offices at 851 Marquette building, has just returned from a selling trip to Indiana. He reports an excellent trade.

The Broadlands Lumber Company of Broadlands, Ill., has been succeeded by E. B. Fidler, who bought out the business.

At Lena, Ill., the Lena Casket Supply Company has started business. The new company has an authorized capital of $20,000.

The Labor Wagon Company has started in business at Chicago Heights, Ill., with a capital stock of $20,000.

Edwin Bennett of Chicago has organized the Edwin Bennett Company, with offices in the Chamber of Commerce building. This concern will do a wholesale lumber business, and will have a capital of $2,500.

W. S. Braunum, V. N. Curtis and S. C. Deming have organized the Chicago Heights Lumber Company of that place, with a capital of $16,000, to deal in lumber and building material.

The Western Cabinet Works of Chicago has been organized to manufacture furniture and cabinet work. It has a capital stock of $15,000.

The W. A. Karr Lumber Company of Flora, Ill., has increased its capital stock from $50,000 to $100,000.

The Mahogany Novelty Company has been organized in Chicago. This company has a $100,000 capital, and will manufacture mouldings, picture frames and cabinet work.

The LaSalle Woodworking Lumber Company, a new concern capitalized at $30,000, will manufacture lumber and furniture, with Chicago as its headquarters.

G. W. Jones, president of the G. W. Jones Lumber Company of Appleton, Wis., stopped off at Chicago last week on a return trip from the mills of the company in Arkansas.

I. A. Minnick, vice-president of the National Dry-Kiln Company, and well known in lumber and woodworking circles, was in Chicago last week, and attended the Brickmakers' convention at the Palmer House.

C. F. Lusk, chief inspector for the Northern Hemlock & Hardwood Manufacturers' Association, with headquarters at Owen, Wis., was in Chicago last week on business.

C. C. Hubbard, the head of the hardwood department of George D. Griffith & Co. of this city, recently made a buying trip through the mill points of Arkansas and Louisiana.

R. D. Sullivan of the Kimball-Sullivan Lumber Company, 725 Old Colony building, has returned from a trip to Birmingham, Ala., in the interests of his concern.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, is now on a trip to the Pacific coast, and will stop off at San Francisco, Portland and Seattle.

C. L. Pease of the Galloway-Pease Company, Saginaw, Mich., was a recent business visitor in the city.

J. M. Attley, president of the Sagola Lumber Company, with headquarters in the Railway Exchange building, made a short visit last week to the company's mills at Sagola, Mich.

NEW YORK

Max Kosse of the K. & P. Lumber Company, large domestic and export hardwood operators, headquarters Cincinnati, O., sailed from here this week for a business trip abroad.

A meeting of the trustees of the National Wholesale Lumber Dealers' Association was held at 66 Broadway on January 12, at which time important matters in connection with the forthcoming annual of the association, including the place and date for holding their next annual in March, were gone over and discussed. Indications point to the convention being held in Washington, D. C., in March. However, definite announcement will be made in the course of the next week or ten days.

The annual meeting of the Lumber Underwriters, the well-known trade insurance organization, 66 Broadway, city, which is operated by prominent interests connected with the National Wholesale Lumber Dealers' Association in the interest of trade insurance, was held at headquarters on January 11. The results of the past year were gone over and showed a very satisfactory condition of affairs. In this connection, after having been thoroughly examined by the

New York State Insurance Department within the past three months, the lumber underwriters have just received their certificate of authorization to do business under the New York State Insurance Department, together with a complimentary report as to their condition.

A regular meeting of the New York Lumber Trade Association and its board of trustees was held at headquarters, 18 Broadway, on January 11. Only routine business was transacted. An appropriate resolution was passed on the death of Isaac P. Van Der Beek, former vice-president and for many years a trustee, and same was engrossed and sent to the family.

R. A. Brown, headquarters 1 Madison avenue, is representing the Tennesee Oak Flooring Company of Nashville, Tenn., manufacturers of the Tofco brand of oak flooring in the local market. He is also handling the maple flooring products of the Strable Manufacturing Company of Saginaw, Mich. Mr. Brown has had a wide experience in the trade and was previously identified with Graves, Manbert, George & Co. of Buffalo, and the W. M. Ritter Lumber Company of Columbus, O.

The Stevens-Eaton Company, headquarters 1 Madison avenue, have through Manager T. S. Miller of the hardwood department, just closed a deal with one of the highest class band mills in West Virginia for its entire cut for the next four months, giving the Stevens-Eaton Company between five and six million feet of oak, ash, chestnut and poplar cut from virgin timber. This is a very choice lot of lumber and will be accumulated as rapidly as possible on the Gilman (W. Va.) wholesale yard of the company, and assorted according to the requirements of its customers. The Gilman distributing yard is also being enlarged by the company to give still greater facilities at that point.

W. W. Knight of the Long-Knight Lumber Company, Indianapolis, Ind., and W. L. Sykes of the Emporium Lumber Company, Buffalo, N. Y., were prominent visitors here this week.

On Tuesday evening, January 24, as the RECORD goes to press, the Lumbermen's Club of New York, through its house committee, C. O. Shepherd and C. W. Brownson, will tender a formal smoker and vaudeville to the members of the club and their guests. This event is in line with the "good of the club," and will be by invitation. It is understood that an interesting program is being arranged. The club is in excellent shape financially, and is being liberally patronized by the local and out-of-town members at the daily luncheons. New members have been elected as follows: E. B. Walker of Nyack, N. Y.; Isaac W. Warner and C. J. Coppock, Coppock-Warner Lumber Company, Philadelphia, Pa.; Wood Beal, James D. Lacey & Co., Chicago, Ill.; W. L. Rice, T. B. Rice & Son Company, Philadelphia, Pa.; Chapin L. Barr, Whiting Manufacturing Company, Philadelphia, Pa.; E. E. Watrous, 1 Madison avenue, and F. A. Palen, 1 Madison avenue, New York.

Jacob Bayer, prominent hardwood lumberman and head of the Jacob Bayer Lumber Company, 602-606 West 57th street, is back to business again after a five months' siege of typhoid fever. It will be some time before Mr. Bayer thoroughly recovers his strength, but his many friends are glad to welcome him on the job again.

Charles Atherton, for seventeen years with R. G. Kay, the prominent wholesaler of Philadelphia, Pa., and until recently manager of the latter's local office, has engaged in business on his own account with office at 108 Franklin street, and will handle a full line of spruce, hemlock and hardwoods. Mr. Atherton will also open a sales office at Philadelphia soon. He has already formed excellent mill connections to assure him of a full line of supplies.

The local office of Robert G. Kay has been removed from 71 Franklin street to 108 Worth street, Manhattan, and John L. Evans has been appointed sales manager of this office to succeed Charles Atherton.

Van W. Tyler of the Manufacturers' Lumber Company, 27 William street, and his assistant, E. M. Terry, returned last week after participating in the regular annual educational tour of the Hugh McLean Lumber Company's selling staff on their visits to the Birmingham, Chattanooga and Memphis McLean operations. They went over stocks, grading and manufacturing at these plants as a matter of information for 1911 sales. The Manufacturers' Lumber Company represents the Hugh McLean Lumber Company in this market.

PHILADELPHIA

J. C. Tennant, secretary of the Fenwick Lumber Company, reports a fair volume of business moving, considering the season and general conditions. Stocks are badly broken and there is very little dry stock. Prices are firm. The company's mills are running full capacity. Its plant is operating on a day and night schedule, with stock moving out as rapidly as it is in fit condition. The Edgewood (N. Y.) plant, has been slightly handicapped by the heavy snow and severe cold, but is busily engaged handling some very fine birch and spruce.

Ben. C. Currie of Currie & Campbell, says the firm is much pleased over the year's first business. They have recently added new mill connections and are in a position to meet all comers.

Thomas B. Hoffman of the hardwood department of the J. S. Kent Company, is positive as to improved trading. Things are moving along in good shape and the outlook is favorable.

H. G. Hazard & Co., testify to fair business for this time of the year, with good prospects for future trading. Their New York branch is doing good business.

The Baldwin Locomotive Works, has recently received an additional large order for engines for the Harriman System. This brings the total orders received from these lines since last summer up to 315. The latest order calls for 40 locomotives, and, in conjunction with previous Harriman contracts and those received from other railroads, assures work until next summer for the nearly 20,000 men now employed by the Baldwin concern. The value of the Harriman contracts will exceed $5,000,000.

Heber L. Smith of Reading, purchased 4,000 acres of timberland in York county recently, which is being converted into telegraph poles, railway ties and building lumber. What cannot be used for poles or ties will be turned into lumber for cars. Most of the finished material is taken by the Reading Railway Company.

Fire recently destroyed the broom factory of A. C. Kramer & Son, Gap, Pa.

On January 15, the portable sawmill of Herman Dayett, Elkton, Md., was set on fire and totally destroyed.

The Newark Casket Manufacturing Company, Newark, was incorporated on January 6, under New Jersey laws, with a capital stock of $25,000.

BUFFALO

The hardwood trade at present is watching the furniture exposition at Grand Rapids, some lumbermen being in attendance. This is the time of conventions in the lumber trade and not much is expected in the way of sales until these gatherings are over. In the meantime lumbermen will be cultivating the goodwill of the trade through the opportunity of the meetings this month, as well as absorbing new ideas in the way of furniture designs that will be introduced shortly.

The demand in hardwoods, while not very strong at present, is normal. Oak continues in the lead, with firm prices. Maple, birch and chestnut, in the higher grades, are also strong. The outlook is for a good amount of building when the weather becomes more favorable, and a number of large operations in this line involving an unusual expenditure is promised.

James H. Walsh states that additional trackage facilities will shortly be put into the yard of his company, enabling it to move its stock of various hardwoods much more conveniently than at present.

President Sykes of the Emporium Lumber Company, is on a protracted trip South, and will be gone perhaps a month, during which time he will look after his timber interests in North Carolina.

C. M. Pomeroy, who has represented the Pittsburg lumber firm of E. V. Babcock & Co. in this market, has been called to the home office, where he has received promotion.

F. M. Sullivan has a number of cars of Pacific coast fir en route to replenish his yard stock, and also a fair assortment of Oregon spruce. He is at present making a trip to New England on business.

O. E. Yeager, who has been re-elected first vice-president of, the Chamber of Commerce by a large majority, will do what he can to insure comfortable quarters for the lumbermen in the building, which will be a great convenience.

Trade in cherry usually begins to show a little more activity about this time of the year, and I. N. Stewart & Brother have been getting in a larger number of inquiries, some of which have resulted in fair orders.

Oak, elm, basswood and maple are among the best sellers at the yard of F. W. Vetter. Mr. Vetter has been on an eastern trip recently, looking up trade in that direction.

G. Elias & Brother are carrying their usual large assortment of lumber in both hardwoods and pine and heavy timbers. They state that trade is fair for the season, with business enough to keep all departments at work.

Hugh McLean recently spent about ten days at the mills of his company in the South, where operations are running on a large scale. Oak and poplar are being sold principally, and both are reported strong.

The Buffalo Hardwood Lumber Company continues to add to its stock of maple, oak and other hardwoods, finding it increasingly difficult to get a good supply of maple in Pennsylvania, where the wood is getting scarce.

PITTSBURG

J. N. Woollett, president of the Aberdeen Lumber Company, recently made a trip through the Southwest on a buying expedition, returning with some nice business.

The Allegheny Lumber Company made an excellent showing for 1910, having much the best year in its history. J. L. Henry, who has been in the lumber commission business in the Pittsburg district for a long time, has recently been added to its selling force.

A. D. Knapp of the Nicola Lumber Company, went through West Virginia recently on a buying trip and found hardwood stocks at the mills badly broken. The company believes that with the boosting movement on in Pittsburg, better times will be seen here this year in the lumber business.

The Furnace Run Sawmill & Lumber Company has increased its force this month by the addition of R. S. Ruth, an experienced salesman in the Pittsburg district. He will travel also in eastern Pennsylvania for the company.

The Baltimore & Ohio Railroad has completed plans for its mammoth freight and passenger terminal extending from Smithfield street to the Tenth street bridge. This project has been held up for several years by a litigation over the valuable properties in the way and by opposition from the city councils. These obstacles are practically removed, and it is likely that actual work will be started this summer.

J. C. Kaflish recently bought the plant of the Universal Chair Company at Union City, Pa. It is probable that the plant will soon resume operations under the new management.

J. M. McLaughlin & Co. have opened a Pittsburg branch office in the Oliver building, with G. M. Cook as manager. The concern has two mills near Shippensburg, Pa., and one on the Lake Shore railroad, and has its own timber land. It owns one of the finest tracts of hardwood in Clarion county. The capacity of its plant is about 50,000 feet a day.

S. L. Gould, who represents the Louisiana Cypress Lumber Company in this territory, called on the Pittsburg trade recently. He stated that there is little change in prices compared with quotations a year ago, and that general business seems to warrant an increase of buying very shortly.

The Palmer & Semans Lumber Company has opened a Philadelphia branch office with F. E. Smith in charge, its eastern trade having grown rapidly the past year. Sales Manager I. F. Balsley, with B. A. Smith, and T. B. Palmer, officials of the company, left a few days ago for an extended trip through the South, where they have a big timber project about ready to be closed up.

BOSTON

C. E. Lloyd, the well-known hardwood lumber dealer of Philadelphia, Pa., has been calling upon the trade in and about Boston.

C. L. Barr of the Whiting Lumber Company, hardwood lumber dealers of Philadelphia, Pa., also visited the Boston trade last week.

The Harry C. Philbrick Company of 170 Summer street, Boston, has been incorporated with a capital stock of $50,000. Harry C. Philbrick is president and treasurer, and Henry M. Folsom is clerk. The new company takes over the lumber business which has been conducted by Mr. Philbrick.

An important meeting on forestry was held in Boston at the Exchange Club on the evening of January 10. This meeting was under the auspices of the visiting committee of the Harvard Forestry School, the members of the Massachusetts Wholesale Lumber Association and the Lumber Trade Club of Boston. It was strongly urged that national laws be made to conserve the forests of the country. The principal speakers of the evening were Colonel Roosevelt, Curtis Guild, Jr., ex-governor of Massachusetts; Charles W. Eliot, and Amory A. Lawrence. Letters of regret were read from Gifford Pinchot and Henry S. Graves.

The E. E. Stone Lumber & Box Company of Spencer, Mass., which recently made an assignment to Horace B. Shepard of the Shepard & Morse Lumber Company of Boston, recently held a creditors' meeting in Boston. It was decided at this meeting to continue the business under the direction of Mr. Shepard.

The Woodman Lumber Company has been incorporated in Boston with a capital stock of $5,000. The incorporators are Charles W. Woodman, Carrie E. Woodman and James J. Murphy.

BALTIMORE

The W. C. White Lumber Company held its annual meeting in Cumberland, Md., on January 14, and elected I. Blaine White president to succeed the late Carlton L. Bretz. Carl G. Hetzel was elected vice-president, and ex-Mayor Warren C. White, secretary and treasurer. These three officers, together with C. A. Adams of Cumberland, and A. A. Rudy of Elkins, W. Va., constitute the board of directors. The company was reported to be in excellent financial condition.

The managing committee of the Baltimore Lumber Exchange, at its monthly meeting held on January 9, took cognizance of the various changes that have taken place in the names of firms of late, and also admitted the J. S. Hoskins Lumber Company to membership. It was announced that the exchange had contributed about $1,000 to the Johns Hopkins University Homewood fund, the money being raised to provide an endowment for the university and enable it to remove to Homewood, a beautiful tract donated by Mr. Wyman. This amount is apart from the contributions made by members individually and as firms, which are considerably larger.

The J. S. Hoskins Lumber Company has offices in the American building and deals largely in piles, telegraph poles, cross ties and other stocks of this character. It does a big business and has engaged therein for years.

G. Higbie Smith, representing A. Beling of Hamburg, Germany, the widely known firm of importers of hardwoods, was a visitor in Baltimore January 16. Mr. Smith is making quite an extensive trip through the United States, which will keep him in this country until the latter part of February. He is giving close attention to lumber trade conditions, and is on the lookout for suitable stocks.

COLUMBUS

John K. Sowers, president of the Sowers-Leach Lumber Company, has been confined to his home because of a severe attack of the grippe. He is improving slowly.

H. W. Collins, formerly in charge of the Philadelphia office of the W. M. Ritter Lumber Company, has resigned from that office and has opened an office under the name of H. W. Collins & Co., in the Columbus Savings & Trust building. Mr. Collins will handle several lines for well-known southern mills. His place at the head of the W. M. Ritter Lumber Company's Philadelphia office was taken by G. V. Patterson, of the Columbus sales force of the company, while W. Granville Taylor, formerly connected with the Craggy Lumber Company of Asheville, N. C., has succeeded Mr. Patterson.

A conference of the sales managers of the W. M. Ritter Lumber Company was held at the Columbus office January 12, with F. P. Pryor of Chicago, R. W. Horton of Columbus, and G. V. Patterson of Philadelphia, present.

Frank Ross, representing the Patton Timber Company of Catlettsburg, Ky., was a recent caller upon Columbus lumbermen.

H. W. Putnam, president of the General Lumber Company, made a business trip through Michigan and Chicago territory about the middle of this month. J. C. Burns, superintendent of the mill of the General Lumber Company, visited the Columbus office recently.

M. A. Hayward of the firm of M. A. Hayward & Sons, attended the annual meeting of the Indiana Hardwood Lumbermen's Association at Indianapolis recently. Accompanying him was Frank Smith of the Newark Lumber Company of Newark, Ohio. D. W. Kerr of the W. L. Whitacre Lumber Company was another Columbus visitor at the Indianapolis meeting.

The William Zeitz & Son Company of Cleveland, O., has been incorporated with an authorized capital of $25,000 to manufacture and sell all kinds of mill work, bent work, cabinets, and sash and doors. The incorporators are William Zeitz, William R. Zeitz, Herbert P. Kramer, Mary Zeitz and Isabel Zeitz.

The Union City Lumber Company of Union City, O., has changed its name to the Interstate Lumber Company and it is expected the concern will be incorporated under the laws of Ohio. Herbert Fitzgerald will continue in the capacity of general manager of the company.

The Hillsboro Novelty Manufacturing Company of Hillsboro, O., has been formed for the purpose of manufacturing display stands and store fixtures. The company will take over the business of Holt Brothers and will enlarge it considerably.

H. C. Creith of the H. C. Creith Lumber Company, returned recently from an extended business trip through Michigan.

The Central Manufacturing & Lumber Company of Marietta and the Rudd-Hayward Lumber Company of the same place, have moved to more commodious offices in the St. Clair building.

The Andrew Kimble Company of Zanesville, O., has been incorporated with an authorized capital of $75,000 to manufacture all kinds of vehicles and implements. The incorporators are Andrew Kimble, C. F. Kimble, J. E. Kimble, Frank A. Kimble, and Ross H. Kimble.

CINCINNATI

The receipts of lumber at Cincinnati for the year 1910 was 87,075 car loads, as compared with 77,057 in 1909. The shipments for 1910 were 75,883 cars, as compared with 63,458 cars in 1909. It is estimated that the receipts and shipments at the railroad yards do not approximate over forty per cent of the volume of trade transacted at Cincinnati, as the greater portion of the business is shipped direct from mill points to points in various parts of the country and are not recorded by any bureau of statistics. Therefore, it may be in this division of the business that the shortage occurs. The month of December was an average month, the receipts being 7,283 cars, while in the same month of 1909 the receipts were 7,126 cars; the shipments in December were 6,564 cars, as compared with 6,471 cars a year ago.

Bennett & Witte have doubled the capacity of their offices in Cincinnati by taking up the adjoining office compartments. The increase in the volume of business has necessitated this change. T. J. White, formerly representative at Moline, Ill., has removed to the Cincinnati office, where he will make his headquarters.

The T. B. Stone Lumber Company has added to its office building at the yards in the west end, a suite of offices to accommodate its entire force. Tom Stone is very proud of the arrangement of his yard, having recently added what he calls his sawmill. In the center of the yard is a saw table, with crosscut and rip saw, which is operated by a five-horsepower motor. This is covered by box tops to keep out the rain and snow when not in use, and is used to cut off bad ends and trim up stuff to improve the grade.

Mowbray & Robinson have just moved into their new office building, erected on one of their yards on West Sixth street. This office is divided into convenient suites of rooms for the heads of the firm, with a large counting room for the transaction of business. Every convenience for comfort has been added. Fred Mowbray has been taking another good rest at French Lick Springs, and his friends will be pleased to know that he has almost entirely recovered from his long indisposition.

The Conasauga Lumber Company has an elegant suite of offices in the Fourth National Bank building, which is in charge of John Burns, secretary-treasurer, who is young, active and full of hustle. The company is now busy organizing its forces for work in this field. President C. B. Benedict arrived at the offices on January 16 from Tennessee, and promptly got busy in the work of arranging the affairs.

E. M. Vestal of the Vestal Lumber & Manufacturing Company, of Knoxville, Tenn., came in January 16 for a few days' business with the Cincinnati lumbermen. He said the company's mill plant is running full time, with plenty of business, and an excellent supply of logs. He left January 19 to visit Indianapolis and other points. He will return to Knoxville in time to allow another member of the company to attend the convention of the Hardwood Manufacturers' Association on January 31 and February 1.

Ralph May of May Brothers, Memphis, Tenn., was in the city the early part of the week. While here he called at the headquarters of the Hard-

wood Manufacturers' Association of the United States.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, snatched a few hours from his busy sanctum to run over to Indianapolis Tuesday, January 17, to look in on the Indiana Hardwood Lumbermen's Association convention in session at the Denison Hotel, and extend an invitation to attend the great convention in this city on January 31 and February 1.

The coming convention of the Hardwood Manufacturers of the United States is the one theme of conversation now. Committees are working to extend a proper welcome to the visiting delegates, while the entire office force is overwhelmed with work getting out literature. The program is nearing completion, and will embrace most interesting and attractive features. From present indications the attendance will exceed that of a year ago, and much good will be accomplished.

The Chamber of Commerce of Cincinnati, which has been visited and admired by hundreds of lumbermen of the country, and thought to be as impregnable as Gibraltar, was destroyed by fire on the night of January 10, the destruction being complete. The disaster was due to faulty construction, and after burning for about thirty minutes under the roof, the entire building collapsed. The loss is about $850,000. So confident was the directory of the chamber in its indestructibility, that only $125,000 was placed in insurance. There remained about $125,000 in bonded indebtedness so the plant will be practically a total loss.

W. A. Bennett of Bennett & White left January 19, for Memphis and the South, where he will remain for two weeks. T. J. White is touring the Ohio and Indiana circuit.

W. S. Sterrett, former head of the Sterrett Lumber Company, will return February 1 to his "old love," and become sales manager for the Farrin-Korn Lumber Company. The Sterrett Lumber Company has discontinued business.

Ralph McCracken of the Kentucky Lumber Company, returned January 20 from the state convention at Indianapolis, and was up to his ears in the accumulated mail. W. E. DeLaney, who has been out on the road for a week past, returned to his desk on January 23. He is the chairman of the Entertainment Committee of the Hardwood Manufacturers' Association, and will be a very busy man for the next ten days.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, has secured for the use of the convention, all the committee rooms from 901 to 907 on the convention floor of the Sinton Hotel, so that there will be plenty of room for the committees to work.

The Bayou Land & Lumber Company has removed its offices from the Mitchell building to 301 and 303 Neave building, at Fourth and Race streets. President C. S. Walker, after the collapse of the Chamber of Commerce building, which is next door to the Mitchell building, lost confidence in the stability of that tall structure and immediately set about hunting a new and safer location.

The Business Men's Club opened up club headquarters on the second floor of the Grand Hotel January 19, having rented the entire second floor. This will remain the club house until the completion of a new building. Arrangements are now on between the directors of the Chamber of Commerce and the directors of the Business Men's Club which may result in a combination to build a more commodious building on the site of the ruins of the old chamber. Already sentiment is crystallizing in favor of rebuilding by retaining the massive granite walls, which remain intact.

INDIANAPOLIS

F. M. Bachman, president of the F. M. Bachman Company, lumber and veneer manufacturers, has been elected a director of the Fletcher-American National Bank.

Notice has been filed with the Indiana secretary of state that the Tibbits-Cameron Lumber Company of Milwaukee has withdrawn from all business transactions in the state.

The Parry Automobile Company has been sold at receiver's sale to interests that organized the Motor Car Manufacturing Company, with an authorized capitalization of $75,000. The purchase price was $50,000. About 1,000 cars will be built this year.

During the last month the following lumbermen have joined the Indianapolis Commercial Club: N. W. Nordyke, treasurer of the Adams & Raymond Veneer Company; L. H. Griswold, lumber broker; H. J. Barnard, general manager Central Veneer Company; W. C. Headley, representing J. J. Newman Lumber Company, St. Louis; Wallace L. Wolf of the Nicola, Stone & Myers Company, Cincinnati, and Ross S. Hill, Jr., secretary-treasurer of the Dynes Lumber Company.

MEMPHIS

There has been some rain and cold weather in this territory during the past few days, but it has caused no interruption in the operation of such hardwood plants as were well supplied with timber. The car situation is somewhat improved, and the streams in this territory present a slightly more satisfactory water stage, which is another factor in favor of the logging interests.

Manufacturers here continue to operate wherever possible. It has already been intimated that there is some forced curtailment, but it may be said that there is no voluntary reduction of output, the tendency being in the opposite direction. The demand on the whole has shown some increase and encouraging reports are heard from consuming centers. Railroads are showing a greater interest in both lumber and timber as a result of more extensive construction work under way and the increase in their equipment.

Application has been filed here for a charter for the Phillip A. Ryan Lumber Company, which has a capital stock of $50,000 and which will engage in the hardwood lumber business at this point. Phillip A. Ryan is the moving spirit in the new company, while associated with him are James E. Ryan, Margaret Ryan, J. D. L. Whitaker and Mark A. Brown. Readers of HARDWOOD RECORD are familiar with the recent trade whereby J. V. Stimson of the Ryan-Stimson Lumber Company, bought out the interest of Mr. Ryan. This left Mr. Ryan without any interest in the hardwood lumber industry of this section, and he immediately proceeded to the organization of a company bearing his own name.

The Lumbermen's Club of Memphis is looking forward with much pleasure to the coming of the semi-annual convention of the National Association of Box Manufacturers to be held here February 15, 16, and 17, and elaborate preparations are being made for the entertainment of the delegates thereto. This work is in charge of the Entertainment Committee of the Lumbermen's Club of Memphis, and, while no report has been made by this committee, it is felt by the members that its interests will be taken care of.

Suit was instituted here some days ago against the Nathan Paine Lumber Company in the United States district court by the Tennessee Hardwood & Manufacturing Company of this city. It is set forth that the action was for the purpose of preventing them from moving $350,000 worth of lumber from the yards of the latter on the strength of a replevin granted last October. The Tennessee Hardwood & Manufacturing Company claims that the Paine Lumber Company had no right under the Tennessee constitution to transact business in this state, alleging that it was not incorporated under the laws of Tennessee. The outcome of this suit will be awaited with much interest by lumbermen throughout Tennessee.

The Pearce Lumber Company has been organized at Pine Bluff, Ark., with a capital stock of $60,000. T. Pearce is president, J. F. Rutherford, vice-president, and James H. Allen, formerly of Memphis, secretary and treasurer. The company has leased the plant of the Bluff City Lumber Company at Kearney, and will cut about 30,000,000 feet of lumber from timber lands adjacent to that plant. John F. Rutherford, vice-president of this company, is president and general manager of the Bluff City Lumber Company, which owns the plant and timber in question.

The Frisco System is preparing to remove its roundhouse and yards from Front street to Bellevue, in the eastern part of the city. At the same time it is announced the shops of the system here will be enlarged at a cost of $50,000. There is some discussion among officials of the Frisco System of the advisability of installing shops here large enough to take care of a great deal of the repair work which is now done to cars and engines on the Birmingham division. The Frisco System will continue to maintain its extensive yards, which were opened some time ago, at West Marion, Ark., but the Bellevue yards will be larger, and will aid materially in handling traffic to and through this city.

The Lockwood Lumber Company has filed an amendment to its charter whereby its capital stock is increased from $100,000 to $300,000. It is domiciled at Pelahatchie, Rankin county, Miss.

W. C. Pierce, Jonesboro, Ark., has leased the band mill of the old Chicago Lumber Company at Marked Tree, Ark., and will convert it into a cypress shingle plant. It is proposed to have the latter in operation at an early date.

One of the most interesting reports regarding new railroad plans has just reached Memphis in dispatches from Jackson, Tenn., to the effect that the Burlington System, which controls the New Orleans, Mobile & Chicago, plans to build an extension from Middleton, Tenn., its northern terminus, to Jackson.

NASHVILLE

In the recent death of Andrew B. Benedict, Sr., Nashville has lost one of its pioneer lumbermen. Born in Connecticut in 1839, Mr. Benedict served in the Civil war and immediately thereafter engaged in the stave business in Nevada. He came to Nashville in 1880, joining his brother, C. H. Benedict, in the lumber business. For twenty years the firm of Benedict Brothers was one of the prominent manufacturers and exporters of this section. Afterward Mr. Benedict was president of the Benedict Love Company, which had extensive timber interests in the Carolinas. However, for the past few years he had not been in active business. A wife, two sons, two brothers and two sisters survive him.

The S. G. Holland Stave Company has filed articles of incorporation, with a capital stock of $100,000. The incorporators are: S. G. Holland, D. G. Hart, Pitt Henslee, J. E. Nesbett, and George Lovell.

Another new lumber industry in this section is the B. & M. Lumber Company, capitalized at $20,000, with the following incorporators: John W. Boyd, Hamilton Love, C. E. McGlocklin, William W. Andrews, and Wendell McFadden. This is a subsidiary company to that of Love, Boyd & Co., and for the present, at least, the entire output of the new concern will be handled through the sales department of the parent concern. The offices will be in Nashville, but the operations of the company will be in Williamson county and other parts of the state.

The annual banquet of the Builders' Exchange, a few nights since, in the handsome quarters [illegible] was a

happy occasion. One hundred and sixty were seated around the tables, and an elegant menu was quite a welcome feature of the occasion. J. A. Dougherty acted as toastmaster. The guests were welcomed on behalf of the exchange by President R. T. Crayton. Other members responded with appropriate talks. At the annual meeting of the exchange which followed a few days later, R. T. Crayton was re-elected president; E. T. Lewis, vice-president; W. J. Wallace, second vice-president; and T. H. Evans was re-elected secretary. New members of the directorate were chosen as follows: C. H. Butler, Jr.; J. W. Patrick, W. R. Smith, H. E. Parmer, W. H. Grewar, F. J. Ehrhardt, H. A. Cooper, Joseph Lightman, J. S. Minton, H. M. Sawrie, J. P. Fulcher, and Charles Sykes. The report of the secretary for the year showed excellent growth.

Friends of the popular Nashville lumberman, Richard T. Wilson, have feared that for a time he would lose one of his eyes. However, it is now believed he will be able to save the optic. Mr. Wilson was arranging some part of Mrs. Wilson's electric automobile when a piece of rubber saturated with strong acid from an electric battery flew into his eye. Prompt medical attention was secured, and he is now believed to be on the road to recovery.

Col. Irby Bennett, now of Memphis but for many years a prominent citizen and business man of Nashville, was a visitor to the city a few days since, and was warmly welcomed by a host of friends here. Colonel Bennett is now engaged in the lumber business, he and his associates having large interests in Arkansas timber lands.

J. M. Welch, a prominent timberman of Monterey, Tenn., was a visitor to the city during the past week.

Simon Lieberman, the veteran Nashville lumberman, has gone on a visit to Florida in company with a congenial party of Nashville friends. His destination was Homosassa, on the west gulf coast, and his mission is that of fishing and having a good time, at both of which he is an expert. He returned from a former visit with the record catch on the trip, a 9½-pound black bass. Mr. Lieberman, it might also be stated, will probably be chosen president of the Nashville Board of Education.

Quite a number of the local lumbermen are getting ready to attend the big annual convention of the Hardwood Manufacturers' Association in Cincinnati next week.

BRISTOL

H. L. White of the White Lumber Company, Butler, Tenn., was in Bristol last week. Mr. White's company is now engaged in the construction of a modern eight-foot band mill near Elk Park, N. C. It adjoins a large boundary of timber which was recently acquired. The company will have an office at Johnson City, Tenn., and a sales agreement with Floyd-Olmstead Company of Philadelphia. A line of logging road eight miles in length has been built, connecting the mill with the timber and making enough timber available without an extension for more than a year. The new mill will be put into operation about February 1.

The Roanoke Hardwood Flooring Company was recently organized at Roanoke, Va. It will carry on a general manufacturing business, dealing principally in hardwod flooring. The company's capital stock is $50,000.

Godsey Brothers have closed down their mill in Bristol for a few days on account of the wet weather, following a heavy snow of last week. The firm now has sixty-five carloads of lumber on sticks at its mill and will begin shipping this stock out about the first of March. The mill will be started again in a few days. The lumber will have to be hauled a few hundred yards to the switch of the Peter-McCain Lumber Company, at the latter's band sawmill.

The city of Bristol, Va., is experimenting in the use of wood block for paving. The city purchased from the United Wood Preserving Company of Norfolk and New York, sufficient blocks for the repaving of two streets, and on these thoroughfares the brick pavement, which has been laid only eight years, has been torn up and the wood put down. The cost of laying the wood was much greater than the brick, though the general belief is that the wood block will be cheaper in the long run.

Advices have been received by lumbermen here to the effect that the name of Flint, Ervin & Stoner Lumber Company of Dunlevie, W. Va., which does considerable business in the Bristol territory, has been changed to the Thornwood Lumber Company, J. B. Flint retiring from the business.

LOUISVILLE

The Louisville Hardwood Club missed its weekly meeting January 17, breaking its record for the first time in many months. There was a good reason for this, however, as almost the whole club went in a body to Indianapolis to attend the convention of the Indiana Hardwood Lumbermen's Association. The trip proved enjoyable, as the Hoosiers are winning a reputation for knowing how to entertain.

The trip to Indianapolis followed one to Memphis, which was taken January 11 for the purpose of looking into conditions in one of the leading hardwood markets and determining upon the outlook for 1911 with information about conditions in both Louisville and Memphis in mind. The situation was found to be much the same in the Tennessee metropolis as in Louisville, the demand having opened up under the influence of the activity of the new year, and prospects for sales having assumed a roseate hue.

The eastern Kentucky timber development situation continues to be of great interest. The Louisville & Nashville, which now controls the Lexington & Eastern, is building a 98-mile extension of the road into that part of the state, and has announced that its expenditures for the work will total $3,500,000. The line in many respects will be a remarkable piece of construction work. Much discussion is also caused by the announcement from New York that a syndicate of Dutch bankers has purchased 1,100,000 acres of timber and coal lands in eastern Kentucky, most of them being in Breathit, Knott, Letcher and adjoining counties, and that twenty sawmills will soon be set up for the purpose of operating them.

J. G. Brown of the W. P. Brown & Sons Lumber Company, has been in the South recently, stopping at Dickson, Tenn., to look after the operation of the mill which the company has there.

Claude M. Sears of the Edw. L. Davis Lumber Company, will leave Louisville for a trip to some of the consuming markets late this month. Business with the company has opened up well and prospects appear to be favorable.

A. E. Norman of the Norman Lumber Company, reports a good demand for gum. Business with the company has improved since the opening of the new year and the outlook is excellent. J. L. Dawson, the southern representative of the firm, was in Louisville recently.

Business with the C. C. Mengel & Brother Company, mahogany manufacturers, is improving steadily, and shipments are being made in good volume. The veneer mill of the company is running to its capacity, and a good demand for thin stock is being noted. D. C. Harris, traffic manager of the company, is active at present in the interest of the Transportation Club of Louisville, of which he is a director.

Clarence R. Mengel, president of C. C. Mengel & Brother Company, has purchased a 6-cylinder, 7-passenger, 1911 model, foredoor Pierce-Arrow touring car. It is regarded as one of the fastest and most powerful motor cars in Louisville. Speaking of cars, Harry Gates of the Louisville Point Lumber Company, has received from the factory his big 6-cylinder Matheson, which was rebuilt so as to include all the new 1911 features. The car is one of the smoothest running in town.

Final figures on building operations for 1910 showed that Louisville made a good record last year, the total amount spent being $3,780,000, a gain of nineteen per cent over 1909.

The Congleton Lumber Company has been incorporated at Lexington with a capital stock of $60,000. J. W. Congleton is president of the company.

The Ohio River Saw Mill Company has amended its articles of incorporation reducing its capital stock from $100,000 to $50,000. R. F. Smith of the company said that business with his concern is good. He accompanied the Hardwood Club on its trip to Memphis and Indianapolis. H. F. McCowen, head of the concern, was in Louisville recently.

E. B. Norman of E. B. Norman & Co., is one of those interested in seeing the lumbermen take an active part in the campaign for better railroad rates on wooden packages, a campaign which is now being prosecuted by the National Classification Committee. Mr. Norman pointed out recently that wooden boxes consume the low-grade lumber of the sawmill, and that unless something is done to encourage their use cull lumber will be impossible to dispose of. The box factory of E. B. Norman & Co. is doing a good business.

The annual meeting of the Ford Lumber Company of Ford, Ky., was held recently and resulted in the election of the old officers without change. Edward L. Shippen and Harry Gates of the Louisville Point Lumber Company, are members of the Ford company, which had a good year in 1910.

D. E. Kline of the Louisville Veneer Mills, was in Cincinnati recently. Harry Kline of the same firm, has been in the South of late. Mr. Kline reports the demand for veneers opening up, and is looking forward to a good demand for thin stock and glued-up panels during the coming year.

Fred McCracken of the Kentucky Veneer Works, was in some of the bigger consuming markets recently and found the situation favorable, although buyers are disposed to hold off for a few weeks longer. Mr. McCracken regards the situation as essentially sound, however, as furniture manufacturers and other veneer users had a good year and should experience a repetition of it in 1911. He believes the furniture exhibits will have a good deal to do with the development of business during the next few months.

ASHLAND

The warm weather of last week brought a nice tide in both the Guyan and Big Sandy rivers. C. Crane & Co. got out about thirty days' run from the Guyan river, while the Yellow Poplar Lumber Company, and the W. H. Dawkins Lumber Company got out the same amount from the Big Sandy river. The present cold weather has stopped the raises, and no more runs of timber are looked for before February.

The W. H. Dawkins Lumber Company says its business in 1910 was fair, and it looks for a better year in 1911. The first three weeks of January started off well, and it reports orders coming in rapidly. Mr. Dawkins says the lower grades will command better prices during this year, and that just as soon as the rate question is settled everything will move along smoothly.

The Southern Hardwood Company says it will have its mill running on the new tract in Johnson county, Kentucky, in about thirty days if the weather stays good. J. H. Kester of

this firm, is very well pleased with last year's business, but looks for better trade in 1911 than ever before.

Both of the band mills of the J. W. Kitchen Lumber Company are running, and prospects for 1911 are bright. J. W. Kitchen, president and general manager of this firm, has left for an extended trip through the East.

F. O. Clapp, the well-known lumber buyer from Boston, is a visitor in Ashland.

J. C. Burns of the Greenrock Lumber Company, is in Ashland on business for his firm.

B. B. Burns, head of the Tug River Lumber Company; J. D. Forsythe, a prominent wholesaler of Waynesboro, Pa.; S. J. Dawkins and C. L. Helwig, prominent lumbermen of Ironton, O., and W. L. Swickart of the Swickart Planing Mill Company, Ironton, O., were recent visitors in Ashland.

ST. LOUIS

The annual election of the Lumbermen's Exchange of St. Louis took place in the rooms of the exchange in the Wright building on January 9.

There were two nominees for the offices of president and vice-president, and there was also a list of twelve names to select the seven board of directors from.

The result of the election was as follows:

President—Roland F. Kiehs.
Vice-President—A. W. Johanning.
Board of Directors—Thos. E. Powe, W. W. Milne, Franz Waldstein, A. J. Lang, W. W. Dings, George E. Hibbard and J. R. Massengale.
Board of Arbitration—Lloyd G. Harris, Julius Seidel, Thos. W. Fry, C. E. Thomas and Guy E. Jurden.

L. E. Cornelius, Louis R. Eppler and L. M. Borgess were the tellers.

The first meeting of the new officers and board of directors was held on January 13 and considerable business was transacted. A. J. Lang was re-elected treasurer and A. H. Bush was again re-elected to be secretary.

At a meeting of vehicle manufacturers held here a couple of weeks ago at the Southern Hotel, a temporary organization was perfected, the purpose of which is to take some action to preserve the hickory supply of the country, which is said to be much depleted, due to wanton waste. The meeting was attended by several out-of-town men. B. T. Von Buren of Evansville Ind., was made chairman of the meeting. Many St. Louis firms were represented. Resolutions will be drawn and presented to Congress asking that immediate action be taken to preserve the remaining hickory timber of the country. It was said at the meeting that hickory timber will be almost unobtainable in fifteen years at the present rate of consumption. The prices of carriages, wagons and other vehicles whose parts are manufactured largely from hickory, are worth from ten to twenty-five per cent more this year than last.

The Philip Gruner & Brothers Lumber Company held an election last week and elected directors. William P. Gruner was elected secretary instead of Louis Gruner, and R. E. Gruner and Arch Schroeder and the president, R. E. Gruner, were elected directors.

The Charles D. Borrowman Lumber Company was incorporated recently to do a general lumber business. The capital stock, fully paid, is $10,000. The incorporators are Chas. D. Borrowman, August Bierman and M. M. Putman.

Jos. A. Hafner, manager of the lumber department of the Hafner Manufacturing Company, returned from a Texas trip recently.

NEW ORLEANS

An innovation in the Lumbermen's Club of New Orleans was begun on Friday, January 6, when twenty of its members sat down to luncheon in an upstairs room at Reno's restaurant. The front room of the restaurant has been reserved for the lumbermen between twelve and two o'clock each day, and it is expected that this practice of taking lunch together will grow in popularity, and will enable the lumbermen of the city to become better acquainted with each other. President George E. Watson made a short talk, explaining that the lumbermen were expected to drop in at the noon hour whenever it suited their convenience, and expressing the hope that the attendance at the luncheons would steadily increase.

Lucas E. Moore, head of the Lucas E. Moore Stave Company, died at his home in New Orleans, Thursday, December 5, after an illness of about seven weeks.

J. D. Lacey has gone to Chicago for a short business trip. He expects to be in New Orleans for the rest of the winter.

C. P. Smith, mechanical expert of the Berlin Machine Works of Beloit, Wis., left last week for a trip through Texas.

S. H. Taft of Cincinnati, who is interested in a number of hardwood mills in Louisiana, spent several days in New Orleans.

Victor Thrane of James D. Lacey & Co. of New Orleans and Chicago, who spent the holidays in New Orleans, left last week for Chicago.

Anton Soeller, lumber exporter, specializing in pine and hardwoods, who has an office in the Metropolitan Bank building, New Orleans, has returned from a buying trip in the interior.

MILWAUKEE

Operations for the season have been commenced at the Atlanta (Wis.) mill of the Arpin Hardwood Lumber Company. Both day and night shifts are being used, the plant being run twenty-one hours each day.

At a recent meeting of the stockholders of the Beaver Dam Lumber Company, held at Cumberland, Wis., the following officers were elected: President, E. G. Griggs; vice-president, H. G. Foster; secretary, F. L. Olcott; treasurer and manager, F. W. Miller.

The Webster Manufacturing Company of Superior, Wis., has resumed operations in its large chair factory. When the plant was closed for inventory and repairs it was planned to reopen after a week, but the extensive repairs which were necessary made this impossible.

The lumber trade on the Great Lakes held up well during the past season considering the general condition of lumbering operations. During the season 43,935,000 feet of lumber were brought into Milwaukee by vessels on the lakes.

The Appleton Land & Timber Company, a $12,000 corporation, has been organized at Appleton, Wis., by H. A. Schmitz, M. E. Walter, G. J. Walter and Frank Santo.

A movement has been started at Merrill, Wis., to organize a company which will operate a veneer plant in connection with the Olhoff & Ball saw mill. More than $40,000 worth of stock has already been subscribed, but it is planned to incorporate the concern with a capital of either $75,000 or $100,000.

Major E. R. Herren, secretary and treasurer of the Winnebago Furniture Manufacturing Company of Fond du Lac, since its organization twenty-one years ago, has resigned and will retire from active business. He will be succeeded by C. H. McMillan, a son of C. V. McMillan, who, with his brother, B. F. McMillan of McMillan, Wis., now controls the concern.

At the annual meeting of the stockholders of the Diamond Lumber Company of Green Bay, Wis., the following officers were elected: President, John Tolfree; vice-president, M. P. Gale; secretary, A. W. Seely; treasurer and general manager, J. T. Phillips. A. J. Kremer, formerly with the Wisconsin Land & Lumber Company of Hermansville, Mich., has accepted a position with the Diamond company as sales manager.

Plans have been completed by the members of the Republic Lumber Company of Marinette for rebuilding its shingle mill, recently destroyed by fire. The new mill will be practically the same as the old one, and will be ready for operation in the spring.

DETROIT

Reports read at the annual meeting of the Dwight Lumber Company showed that concern to be in healthy condition. The following officers were elected: President, Edwin Lodge; vice-president, William M. Dwight; secretary, John C. Lodge; treasurer, George H. Saterlee; assistant secretaries, F. W. Blair and Horace E. Carter; superintendent, James J. Murdoch. The Dwight mills are very busy turning out the good crop of orders on hand.

Members of teams composing the Lumber Bowling league enjoyed a good dinner at Marty's Log Cabin Inn one night last week. The league has enjoyed a fine season.

The Melchers Lumber Company, with offices in the Penobscot building, reports a good trade in hemlock and northern hardwoods.

A good demand for hardwood flooring, interior finish and hemlock lumber is reported by the Grosse Pointe Lumber Company.

J. M. Clifford, the only exclusively hardwood dealer in the city, reports that trade is picking up and indications all point to a good year.

William Brownlee of the firm of Brownlee, Kelly & Co., was out of town on a business trip last week.

Judge Murfin of the local circuit court, has handed down a decision sustaining the Michigan Railway Commission in the adjustment of freight rates of the Detroit & Mackinaw Railway. Frank W. Fletcher of Alpena, complained that the railroad discriminated in favor of lumber dealers, and the commission lowered the rate for Fletcher from $5 to $3.50 for the hauling of pulp wood from his pulp mill to the main line of the railroad. The court sustains the reduction of rate.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

With some of the local trade contending that their sales have not shown the volume or the price that they anticipated, and others claiming an excellent business since the first of the year, it is pretty hard to arrive at any definite conclusions relative to the situation in Chicago at the present time. However, it is safe to say that the market is better now than the early part of the month, and gives indication at least of more satisfactory days to come.

The buying of lumber has come to be largely a question of personality, that is, where some buyers deem it wise to continue to hold out for better prices, others think that they will buy and not lay themselves liable to loss due to any possible boom in the local market. This all means that some people have sold a considerable amount, some have sold even unusually large orders, while others are still kicking.

There is seemingly a continued scarcity of plain oak stock, and the red gum market has shown a decided improvement. Outside of the domain of hardwood, the northern pine men report that they have already felt the effects of the firm stand of the southern pine manufacturers relative to values. With the continued open weather locally, much building lumber has been moving constantly. On the whole, it is

how things actually are and how they will be in the future. However, if the fact that the railroads are ordering cars and rails in considerable quantity is any indication whatever, the lumber trade should feel encouraged.

NEW YORK

The hardwood market at New York continues firm on good lumber with a slight upward tendency on well manufactured, high-grade stocks, and indications point to a firm range of prices on good hardwood lumber for some time to come. Low-grade stocks are more plentiful, but the consumption is not up to the mark, which subjects prices to more or less competition on sales.

Birch, beech and maple are active on No. 1 common and better grades. Prices show an upward tendency. Hardwood flooring is in good shape, No. 1 maple flooring being in very heavy demand at advanced prices. Stocks in the hands of buyers here are below normal, and the manufacturing shops are practically bare. This is bound to give quite a volume of hand-to-mouth business for actual wants right along through the winter season.

PITTSBURG

Things are beginning to take on life in Pittsburg, and hardwood men are accordingly feeling better. This year's business is being sized up now on a very conservative basis. The tendency is toward larger buying and higher prices, and if general business improves in a moderate way from now until spring, hardwood men will have no reason to complain. Stocks of hardwoods in the hands of the retailers, manufacturers and purchasing agents are low. This has been shown conclusively by inquiries received since January, 1, and it is evident that a slight gain in general business, which is expected after the freight rate matters and the Supreme Court decisions are settled, will do much to boost business for the hardwood men.

BOSTON

There has been a moderate volume of new business reported in the market for hardwood lumber during the past fortnight. The manufacturers of interior house finish have been fairly busy, but they are not running as full as formerly. Veneers have been in moderate demand. Furniture manufacturers have not been operating their plants to their full capacity.

There has been no change in prices. The price of quartered oak while lower in some cases is still considered too high for most buyers. Several who formerly used large quantities of this lumber have used very little of late. Plain oak has been in fair demand and prices are steady. Maple has had a fair amount of business and prices are well held. Basswood is in demand, and there is a very fair call for ash, although all dealers do not find this to be the case. There has been rather a quiet demand for cypress. Some manufacturers of southern lumber have been a little more anxious for business and have been willing to make slight concessions, but the majority are holding prices in a fairly steady way.

BALTIMORE

While the hardwood trade has not yet gotten back to a point of activity which might be regarded as normal, decided progress in that direction has been made, and the movement is now of sufficient volume to easily take care of the lumber which reaches the avenues of distribution. Most of the mills, which shut down over the holidays, have resumed operations. The general range of prices is sufficiently high to enable the manufacturers to realize fair margins of profit. The outlook for the exporters is regarded as very promising, and preparations are made on a comparatively large scale to take care of the expected requirements abroad. Stocks on the other side of the Atlantic have apparently been reduced to a point where the replenishing must be done on a more than ordinarily large scale. Foreign buyers are showing a more pronounced disposition to meet the prices of the exporters and to abate some of their arbitrary exactions, an unmistakable indication that stocks have been reduced to a point where the shipper is again in a position to have some say as to the grading and inspection. The prices paid here by the exporters for lumber makes it necessary for them to ask figures that seem high by comparison, but the millmen are evidently able to get them, and the foreign buyers must do business on the basis thus fixed, or do without the lumber.

The domestic situation has not changed materially, beyond the prevalence of a more active market. Furniture factories and other woodworking establishments are placing orders with greater freedom, and the hardwoods generally are in good shape. The yards are placing orders with somewhat greater freedom. Their assortments had been allowed to run very low before the holidays, so as to keep down obligations, and the deficiency to which this policy gave rise, is now being made up. Even low-grade poplar is being moved in moderately large quantities, and while the prices obtained do not mark an advance, it is something to place stock without much difficulty. The wide poplar of good grade still halts because of the uncertainty of the outlook for the automobile manufacturers. Other woods are being called for in sufficient quantities to keep the trade in fairly good shape, and the prospects are regarded in the main as encouraging.

COLUMBUS

The hardwood trade in central Ohio since the new year has been satisfactory to most of the shippers and manufacturers. The tone of the market shows considerable improvement and there is a freer movement of all varieties as well as most of the grades. Dealers and factories are buying more liberally and lumbermen are practically united in the belief that the trade in 1911 will be ahead of that of the previous year.

Prospects are excellent for an active building season, and architects and material men are already figuring on construction work for 1911. Money is easy, and, as a result, collections in the lumber trade have been better. There is now little trouble over the car situation and few complaints are heard regarding a lack of transportation facilities.

Quartered oak is in fair demand. There is a good demand for all kinds of plain oak, and the volume of business is satisfactory. Poplar is in good request excepting from automobile factories, which are still a little slow in buying. Chestnut is wanted in many places and the movement is good. Ash is still weak, while there is a good demand for basswood. Other hardwoods are unchanged.

CINCINNATI

During the past fortnight the condition of the Cincinnati hardwood market has wavered between hope and fear. At times the mails brought most encouraging returns, while at others they were rather discouraging. Houses with a regular clientele of consumers have fared satisfactorily, but those depending upon their ability to hustle and letter-writing, complain of rather slow business, especially during the past week. The year opened up favorably, but again became conservative, and the orders being received are for small lots, few of any bulk being noted. Plain sawed white oak in manufacturers' grades seems to be growing scarce, and there is considerable inquiry. Quarter-sawed white of good figure, is in fair demand, with the bulk of the operations in narrow stuff. Red oak and red and white mixed, both quarter-sawed and plain, are leaders in the demand and sales. Chestnut is showing more animation than at any time since the early fall, there being a fair inquiry for the top grades, with some promising inquiries. Medium grades and heavy rough stock are moving fairly. Sound wormy is in good demand for the manufacturers of built-up stock with ready sale of all the good grade offered; prices, however remain low and unsatisfactory. Ash is showing improvement for wagon and carriage makers' stock, with a fair movement to the furniture trade; heavy, white ash, which is dry, is very scarce, wagon makers requiring the stock to be at least three years air dried. Hickory is in fair demand for the wheel and shaft trade, with a good inquiry for hickory boards of good lengths; most of the stuff offered being short.

Poplar may be said to again be the leading feature of the market, inquiries for good, wide, clear stock for the auto trade coming to the front. The slump of last summer has resulted in the stocks accumulating and being put in better shape and the transactions will be on a saner basis than during the rush for this class of stock a year ago; prices will not reach the high figures of that time, and the buying will be on a safe basis. A number of transactions are noted among the buyers for the auto trade, while the outputs of several mills have already been contracted for. Wide, clear panel stock is in fair request, with excellent prospects for the future. Box boards are in limited supply, with a fair demand for the wagon industry. Manufacturers' grades are meeting with a fair movement, and low-grade poplar is moving more freely, with a good diminution of the stocks at this point reported. Walnut is showing signs of returning life, with a fair movement for the foreign trade. Cherry is also receiving some attention. While the representatives of foreign houses are prone to admit that the foreign trade is improving, the regular exporting houses say that the export trade is good with prospects of getting better. Hardwoods of all classes are being shipped more freely than at any time within the past two years. Cottonwood is becoming a strong element in the operations of this market. Birch, basswood, buckeye, and other hardwoods, are receiving a fair volume of attention.

INDIANAPOLIS

There is little stirring in hardwod circles just now on account of the weather. It has been snowing for several days and there has been little demand for immediate deliveries. Quite a few inquiries are coming in, however, for early spring deliveries. Prices are holding their own and there may be a slight advance on some grades when the spring trade opens up. Vehicle and furniture factories are continuing to have a heavy run, but the automobile factories are doing little just now.

NASHVILLE

The local market shows no change of importance. The mills are all running on the regular routine schedule. Dealers are showing no disposition to make any concessions in prices in order to get business. A brisk trade is confidently expected to open up by the arrival of spring, and the general feeling is one of pronounced optimism. A big building season is anticipated with the arrival of good weather.

Quartered oak is showing improvement, with both plain and quartered in good demand. A brisk demand is also noted for high-grade poplar.

The automobile industry perhaps affects the demand for poplar more than for any other wood. Increased activity on the part of the automobile people is immediately felt in the poplar market.

BRISTOL

There is considerable complaint among the lumbermen of Bristol and this section over prices. They do not think that lumber is bringing what it should, despite some slight improvement in the trade since the first of the year. Shipments are light again, and the yards are being stocked up. Not a great amount of new business is being booked, the lumbermen say, though there are many encouraging features to the present condition of the market, which justify the belief that things will be better along toward spring.

LOUISVILLE

Though business was rather slow in opening up immediately after the first of the year, orders now are being received in volume and a marked stimulation of the demand is noted. Consumers are more cheerful as to the outlook and are stocking up freely. The effect of the furniture exhibits will be considerable and a good deal of interest attaches to their outcome.

Quartered white and red oak are moving freely, and plain oak is a big seller. Gum is in excellent demand just now, and it is reported on good authority that a single sale of 1,000,000 feet was recently made. Poplar is in good call. Cottonwood is selling well, the box factories being the largest consumers. Prices are about steady and are expected to stiffen during the next few weeks.

ASHLAND

While there have been no changes to speak of during the past week, yet prospects seem a little brighter. Some little business has been booked at better prices, but the majority of the business is on the old scale of prices. The continued bad weather has handicapped outside work to some extent, but the mills are rapidly pushing their repairs and expect to get started as soon as a good supply of logs comes in. Money is plentiful, and the banks will be in good condition to take care of their customers. Cars are plentiful.

KANSAS CITY

The dealers have increased their requisitions for such items of hardwood as they handle, having apparently reached the conclusion that prices will not go any lower. From a general standpoint the hardwood market has remained quite firm, but the one cause for complaint has been the lack of a brisk demand. The furniture factories have continued in the market for a fair amount of stock, while the call from wagon factories has not been so good, although this source of consumption has furnished some business right along. There is no little conjecture as to what the railroads will do in the buying line this year, but reliable reports have been received that they will require large quantities of material to put their many disabled cars into proper condition for service. Mill stocks of oak are low and badly broken, and even the lower grades are not so plentiful as they sometimes are. Number two oak is finding a ready market with the hardwod flooring factories, who, owing to the constantly increasing use of hardwood flooring, are increasing their output. Bridge plank is on the active list at present, and prices are firm.

ST. LOUIS

It is almost too soon in the year to predict the future in the hardwood lumber trade. Thus far conditions have been seasonable. Quite a nice trade has been done in the leading woods and an active trade with better prices is hoped for when spring opens up. The cypress trade is satisfactory under the circumstances. The demand usually coming from Iowa and northern Illinois has not yet started, the yard line people not coming in as was expected. Small order lots are the rule from yard line and also the factory trade.

NEW ORLEANS

The hardwood business is not up to the average, due largely to the absence of factory buying. Sales that are now made bring better prices than usual, and the hardwood men are optimistic regarding spring trade.

A steadier tone is noted in the export demand, inquiries continuing in good volume, with the tendency on the part of foreign buyers to meet more freely an upward trend of prices. The log trade has within the last month shown the marked improvement usually experienced at this time of the year, and starts out with excellent prospects for an active season's business. The stave market has developed a satisfactory degree of strength, and with the decrease in yard stocks abroad and the large consumption, shows a promising condition.

MILWAUKEE

Inquiries in the local hardwood field show more life, and dealers and jobbers feel that by the close of the present month business will display much improvement. Just at the present time the furniture factories are placing large orders. The sash and door concerns are not buying heavily, as this is their dull season. Stocks are low at all these plants, however, and good orders are expected later. Most of the smaller manufacturing concerns have completed their inventories, but many of the larger establishments are still busy with their annual figures, another reason for a quiet trade. The demand is fairly good for high-grade stocks, but low-grade stuff is quiet. Hardwood flooring is meeting with a good trade.

DETROIT

The local hardwood market shows increased strength since the last report, and hardwood men generally believe that the extremely dull period is safely passed. There is a much better volume of trade and a good demand for oak, maple, poplar and hemlock is reported. Renewed activity in automobile manufacturing circles has meant increased demand for poplar. Prices are a shade better. Inquiries and orders are more plentiful. Trade in the veneering, box and flooring trades shows improvement.

LIVERPOOL

The outlook for business for the new year seems far more promising than for many years past, and everyone is looking forward to a really good year's trade.

The mahogany business is keeping on much the same basis as previously. The poorer qualities of mahogany remain strong and firm in price, but there is no large demand at present figures. The prime stocks for panels and boards are weaker and at the last sales were selling at lower figures. Ash lumber is firm and bringing good prices. The parcels to be shipped are No. 1 common, 1½, 2, 2½, 3 and 4 inches. All these sizes are certain to find a ready sale. Round ash logs with the large wood is a firm spot, but shippers are not recommended to send second growth wood here in any large quantity. The market has been overdone and prices are not ruling high. Hickory is firm and shippers should have no hesitation in shipping with all speed any prime stocks they have ready. The market is absolutely bare. Oak is not as firm. Prime stocks are weak, although No. 1 common qualities are fairly good. Birch finds favor with buyers just at the moment. The stock is scarce and the quality offering for winter shipment is smaller than usual. Birch is also selling well, good prices being realized for billboards now in stock. Prices on poplar stocks are so high that they are difficult to sell. Everyone seems to be seeking a substitute and much satisfaction is being expressed with white elm for this purpose. One concern is about to place a big order for prime white gum 5/8x10 inches and up. If shippers have any of this size for disposal, they should be able to obtain good orders. Cottonwood is also better, but shipments are not advised except against orders, as the stocks are still heavy. Walnut seems better than when last reported, and though the stock is still heavy the position gives greater confidence. Maple flooring is weaker and should not be shipped here in the immediate future.

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A. L. BUCHER, Perry, Mich.

AUTOMOBILE AND WAGON STOCK

1 carload automobile spoke billets, hounds and felloe stock cut to order.

PRATT-WORTHINGTON CO., Crofton, Ky.

FOR SALE

Dry original growth yellow cottonwood, wide panels.
1 car 1x30 to 40-inch.
1 car 1x28 to 36-inch.
3 cars 1x26 and wider.
3 cars 1x22 to 25-inch.
Bone dry, band sawn, free from twisted or warped pieces.

ABERDEEN LUMBER CO., Pittsburg, Pa.

WANTED—GUM

Users to list their requirements in these columns. The RECORD reaches all the big gum producers in the country and they can supply at attractive prices anything and everything in the way of gum products.

FOR SALE

15,000 feet 4/4 1sts and 2nds Quartered White Oak.
10,000 feet 4/4 clear face strips, Quartered White Oak.
10,000 feet 5/4 clear face strips, Quartered White Oak.
10,000 feet 4/4 No. 1 common, Quartered White Oak.
60,000 feet 4/4, 5/4, 6/4, 8/4 No. 1 common and better Cypress.

S. BURKHOLDER & SON,
Crawfordsville, Ind.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

LUMBER WANTED

WANTED

Car Oak Switch and Cross Ties.
J. GUTHRIDGE, Huntingburg, Ind.

QUARTERED RED OR WHITE OAK

1"x4"x11"—17"—19".

NORTHERN CHAIR CO., Grafton, Wis.

MANUFACTURERS WANTED.

A responsible and well-established eastern wholesale lumber jobbing house desires to secure an alliance with first-class manufacturers of shortleaf pine, high-grade chestnut, oak, basswood, poplar and other hardwoods for sale in the East. Can furnish the highest references as to ability, integrity, financial standing. Address "M-R.," care HARDWOOD RECORD.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.

HERBERT C. TURNER & CO.,
1 Madison Ave., New York.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WANTED—OAK TIMBER AND PILING.

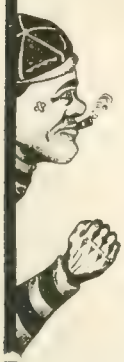
3 and 4 inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.

CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

WANTED—WALNUT LOGS

for export, 16" and up in diameter. Cash and inspection at shipping point.

J. P. BROWER, Fayetteville, Ark.



Looking FOR Trouble

We want to hear from every superintendent and factory manager who has dry kiln troubles. We can stop that warping, checking and case hardening—**quick**—in any old kiln, at small expense and give you

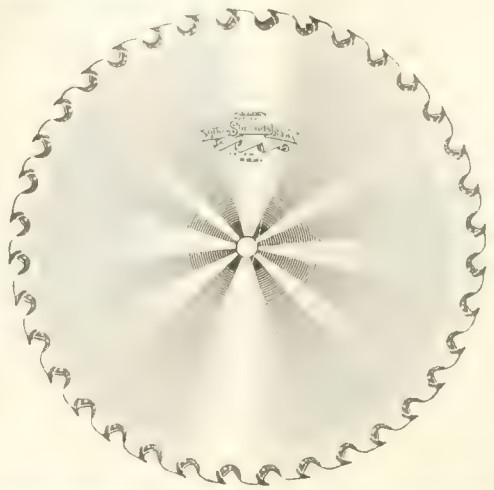
Dry Lumber

Like you want it - **When** you want it

Our system shows you how to put your lumber in just the condition for your particular use, and our kiln—under **perfect control** enables you to do the trick every time.

Grand Rapids Veneer Works Dry Kiln

Grand Rapids, ∴ ∴ ∴ Michigan



SIMONDS INSERTED TOOTH SAWS

MADE OF SIMONDS STEEL

Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

SIMONDS MFG. COMPANY

FITCHBURG, MASS. CHICAGO, ILL, MONTREAL, QUE.

WANTED

you to try Lorac—a positive preventive against checking and splitting of logs and lumber. Guarantee, without a string; no satisfaction, no pay; your verdict to be final. If you test Lorac now you will know its merits by the time the sap comes up. GEORGE HENKE CO.,
62 Beekman St., New York.

BUSINESS OPPORTUNITIES

FOR SALE—ELEGANT PROPOSITION

in the South, consisting of sawmill and full equipment, and contracts to large amount of Oak, Gum, Cottonwood and other woods. Address "BOX 15," care HARDWOOD RECORD.

MAHOGANY COMMISSION

Buying at Liverpool auction sales undertaken on reasonable terms by experienced buyer. Highest reference. A. T. JAMES,
307 Lancaster Ave., Syracuse, N. Y.

FOR SALE.

The property of the White Oak Handle Co., comprising ten acres and a finely equipped plant for the manufacture of plow handles, within the city limits of Evansville, on the Ohio River; railroad siding on the property. Is equipped with 80 H. P. Atlas boiler, 60 H. P. engine, double-cut saw mill, hoisting engine and derricks. This property will be sold for just what the ground is worth. Address

"BOX 245," care HARDWOOD RECORD.

NEW WOODWORKING PLANT

New factory, machinery never been operated; 1 acre land; main building 2-story, 40x60 feet; engine room addition; boiler, engine, shafting, pulleys, belting, etc.; 2-spindle shaper, back knife lathe, wood lathe, planer, self-feed dimension saw machine; iron frame, hand-feed saw machine; 36-inch band saw machine. Several automatic saw and knife sharpeners, sand belts, etc. Other machines, tools, varnishing room, small dry kiln, etc. Office fixtures, etc. Designed for handle and woodworking factory. Abundance of cheap timber and lumber of all kinds—Hickory, Oak, Gum, Ash. Cheap refuse from lumber mills, etc. Fine city. Cost about $5,000. Price to right parties. Two railroads. Finest river in the South. Cheap labor. For quick trade, $1,200. Address

MERCHANTS & PLANTERS BANK,
Clarendon, Ark.

CHEMICAL PLANT AND CHARCOAL KILN WANTED.

We will make unusually attractive terms as to the supply of raw material and plant location as an inducement for the erection and operation of a chemical plant and charcoal kiln in western Michigan.

We own there six thousand acres of heavy hardwood timber, mostly maple, which is now being lumbered and will be able to supply annually, 10,000-20,000 cords of chemical and charcoal wood. The total available supply from cuttings is estimated at about 100,000 cords.

Transportation facilities unusually excellent. Address "Owners," care HARDWOOD RECORD.

EMPLOYMENT WANTED

THE ADVERTISER WANTS

to represent a large wholesale or manufacturing concern as salesman. Am experienced and practical, and have a large acquaintance among hardwood consumers in Chicago and surrounding territory. Address

"BOX 248," care HARDWOOD RECORD.



A VENEER GAUGE

Answers that oft repeated query: "I wonder how thick this is"? Gauges instantly any thickness from 1-40 inch to 5-8 inch inclusive. Made of best steel,—can't wear out. Fixed price $1.00. For sale exclusively by the inventor. Sent on 10 days' approval

BIRDSEYE WALKER

Dept. "C" CHICAGO

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.

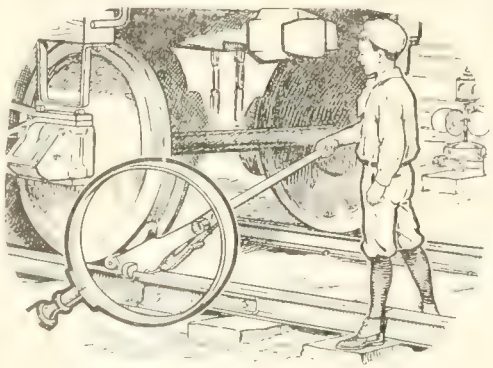




ATKINS SILVER STEEL SAWS

Cheapest in the "LONG RUN"

Made of ATKINS Celebrated SILVER STEEL. Unquestionably the most expensive and "Finest" material ever used in Saw Blades. Constructed on the most improved, scientific principles by the highest class workmen.



Atkins "AAA" Car Remover
50% more effective than any other. Order one on thirty days' trial.

You Can't Afford

not to use SILVER STEEL SAWS. They **cost** more than some others, but they are **worth** more.

Atkins Always Ahead

Bands, Circulars, Cross-cuts, Gang Edger, Re-Saws, Machine Knives and Saw Mill Specialties.

A Valuable Suggestion

Order from your regular source of supply. If they won't supply you promptly, write to the nearest address below:

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The Silver Steel Saw People

Home Office and Factory, Indianapolis, Ind.

BRANCHES:— Atlanta Chicago Memphis Minneapolis New Orleans New York City Portland San Francisco Seattle

Canadian Factory:—Hamilton, Ont.

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ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
WATER
SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work

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CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

230 Randolph Street, CHICAGO
ESTABLISHED 1882

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; seven Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

NEW YORK SAW WORKS
BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
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New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM

Uninterrupted operation and **high decking** are necessary to high averages in skidding. (The fewer the interruptions, the faster the work.)

The CLYDE self-propelling 4 line SKIDDER

is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

Guy lines are tightened with steam-driven friction drums and every feature is designed for utilizing the maximum time in skidding and the minimum time in moving and setting.

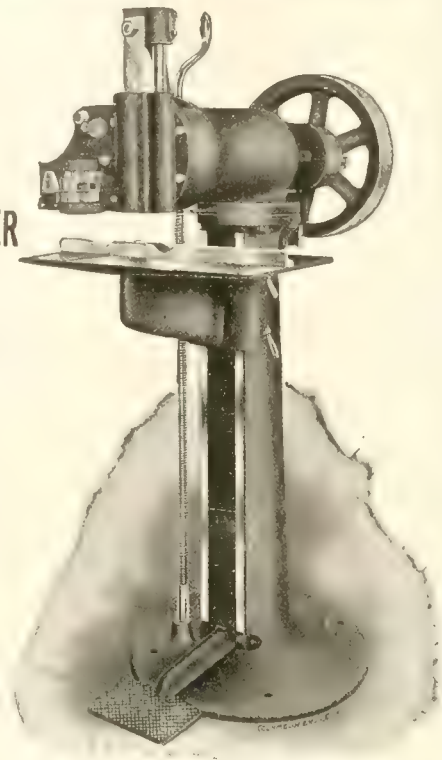
Manufactured by the **Clyde Iron Works, Duluth, Minn** New York Chicago New Orleans Savannah



Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, efrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

The World's Headquarters for

EDGERS.

72 STANDARD SIZES AND STYLES 72

Our Specialty is

The "TOWER" Pony Edger,



Otherwise known as the "TOWER" 32 inch Edger.

for portable and small stationary mills of from 15 H. P. up and cutting up to 20,000 feet in ten hours.

Husk solid instead of held together with rods.

Vital parts always retain proper relative positions.

Saws readily removed without disturbing arbor.

Outside support for main pulley.

Adjustable guide on front table simplest and most accurate and reliable ever invented.

Arbor provided with steel featherkey for driving collars.

Indicators at front end of front table, where operator can see them easily. This is especially important on dark days, or where edger stands in dark part of mill.

Indicators adjustable to permit scant, exact or full sizes to be cut.

Front and rear tables each ten feet long.

Front and rear tables provided with iron girths and legs.

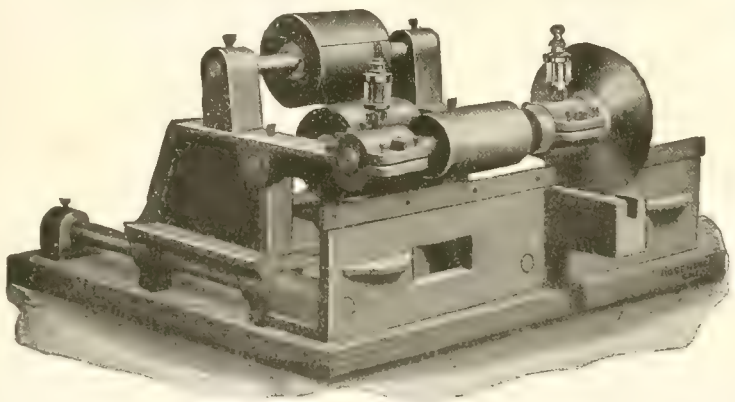
Every part made to template, which insures a perfect fit and perfect adjustment.

Every part lettered and numbered, which makes it easy to procure repairs in case of fire or other accident.

We always carry a large stock on hand, ready for immediate shipment.

Also manufacturers of the Gordon Hollow Blast Grate and the "TOWER" One-man 2-saw Trimmer. For the Pacific Coast trade the Gordon Hollow Blast Grate is made and sold by the Puget Sound Machinery Depot, Seattle, Wash.

GORDON HOLLOW BLAST GRATE CO., GREENVILLE, MICHIGAN



BUTTING SAW

for

Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

Wisconsin Land & Lumber Co.

HERMANSVILLE, MICH.

Manufacturers

IXL ROCK MAPLE AND BIRCH FLOORING

WE WISH TO MOVE NOW

The following rough lumber:

3 cars 1-in Birdseye Maple
250 M ft. 1-in. No. 2 and Better Beech
100 M ft. 1-in. No. 3 Com. Beech

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

JACKSON & TINDLE

Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

NICHOLS & COX LUMBER COMPANY

GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

LIDGERWOOD SYSTEMS FOR HARDWOOD

Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—Feeding Mill—and all other service.

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96 Liberty Street - NEW YORK, N. Y.

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PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

W. P. Craig Lumber Co.

Wholesale Hardwood and Building Lumber

Empire Building, :: PITTSBURG, PA.

Palmer & Semans Lumber Co.

Manufacturers and Wholesalers of

LUMBER

Hardwood Mills: Lick Run, W. Va., Sutherland, W. Va., Arvondale, W. Va., Beckley, W. Va., Hookersville, W. Va., Dunbar, Pa.

Home Office: Uniontown, Pa.

Sales Office: Oliver Building, Pittsburg, Pa.

I. F. BALSLEY, Sales Manager.

LINEHAN LUMBER COMPANY

WHOLESALE

HARDWOODS

And Hardwood Flooring

Southern Stock a Specialty

MAY BUILDING, : PITTSBURG, PA.

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

We Want to Move

THREE CARS 6-4 FLITCH LOCUST AT $24.00 F. O. B. ASHTOLA, PA.

BABCOCK LUMBER COMPANY

ASHTOLA, PA.

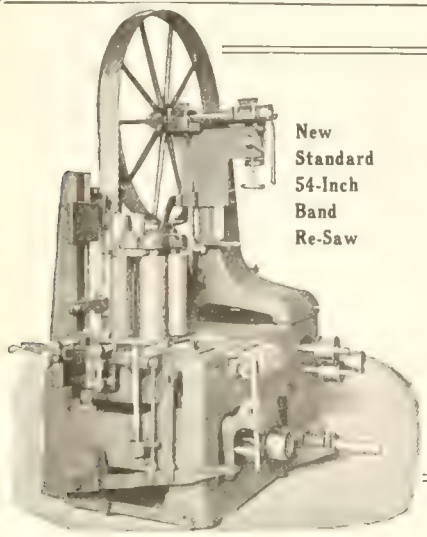
W. W. DEMPSEY

Manufacturer and Wholesaler

Wants to move quick the following:

200,000 feet 4-4 No. 1 Common and Better Ash
50,000 feet 4-4 No. 1 Common Red Oak
133,000 feet 4-4 Sound Wormy Chestnut
50,000 feet 6-4 Sound Wormy Chestnut
66,000 feet 8-4 Sound Wormy Chestnut
300,000 feet 4-4 No. 3 Common Oak

MILLS:	General Office:	MILLS:
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New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

J. HOWARD HANSON, President — M. BLAIR WAILES, Secy. and Treas.

THE HANSON-WAILES COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. NEW YORK OFFICE, 200 Fifth Ave.

The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS
THIN LUMBER
PANEL STOCK

LOUISVILLE KENTUCKY

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ROTARY CUT

VENEERS
AND THIN LUMBER

MUNISING MICHIGAN

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly
KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

ROTARY-CUT
BIRCH
ROTARY-CUT
PLAIN OAK

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Office and Warehouse
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CHICAGO
LOCAL AND CARLOAD SHIPMENTS

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Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM

4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK

4-4 1s and 2s.....26,323 Feet
4-4 1s and 2s.....1,300 Feet
7-4 1s and 2s.....890 Feet
8
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK

4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Fee

PLAIN RED AND WHITE OAK

4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK

4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK

4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
-4 No. 2 Common.....13,263 Feet
- Chair Seat Stock, 4 in. nd up wide, 18 in. long 16,142 Feet
- ock, 4 in. in. long 17,262 Feet

ASH

Common.....14,238 Feet
Run.....12,326 Feet
Run.....11,182 Feet

MISCELLANEOUS

Log Run Soft Elm....56,986 Feet
Run Cypress.....12,167 Fee
Log Run Maple.....11,534 Feet

WILLIAMS LUMBER CO.

Manufacturers of Band Sawed Hardwoods

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Write for prices on the following:

4-4 Qrtd. White Oak, C. & B.
4-4 Plain White Oak, C. & B.
4-4 Plain Red Oak, C. & B.
5-4 Plain Red Oak, C.& B.
5-8 1 & 2 Poplar
6-4 C. & B. Hickory
All thicknesses White Ash.

FAYETTEVILLE, TENNESSEE

MILLER LUMBER CO.

Marianna, Ark.

Manufacturers of and Dealers in

All Kinds of Hardwood Lumber

BOX SHOOKS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

THE SUN LUMBER CO.

MANUFACTURERS OF ROUGH AND DRESSED LUMBER

Weston, W. Va.

Midland Lumber Company

Manufacturers and Wholesalers of

HARDWOOD LUMBER

706-708 UNION TRUST BUILDING

Parkersburg, W. Va.

MORE THAN 300 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD CHICAGO

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at Morehouse, Mo.

Sales Offices Cape Girardeau, Mo.

Frank Purcell Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln, enable us to sell pretty low. An inquiry for quotations will prove this statement

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

C. H. L. BECKERS

HARDWOODS

OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE

FURNITURE AND CHAIR DIMENSION

Victoria Building ST. LOUIS, MO.

The Billmeyer Lumber Co.

Manufacturers and Wholesale Dealers in Lumber

CUMBERLAND, MARYLAND

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD CHICAGO

INDIANA

WHERE THE BEST HARDWOODS GROW

Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

Finely Figured Quartered Oak

Evansville, Indiana

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

COPPES, ZOOK & MUTSCHLER CO.

NAPPANEE, INDIANA

Northern Indiana hard woods, dry, carefully manufactured, large stocks.

IMMEDIATE SHIPMENTS INQUIRIES SOLICITED

EZRA RHODES

NORTHERN and SOUTHERN

HARDWOODS

South Bend, - - - - - - - - Indiana

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

"ROBBINS"

Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY

RHINELANDER, WIS.

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

Hardwood Prices

During 1911 should go higher

A straw vote among the larger manufacturers of Maple, Beech, Birch and Hemlock brings out the following consensus of opinion:

1—Smaller production.

2—Bigger demand for No. 1 stock.

3—Stock on hand at close of year no greater than a year ago.

4—Many firms have finished their cut.

5—Look for better prices in No. 3 stock.

6—Hemlock largely governed by yellow pine conditions.

7—Every man is optimistic to a degree.

NOTE: With the manufacturer cutting just as close as possible, the manufacturing end becomes more complex. Look carefully into the matter of saving your knotty and cross-grained stock and ask us what we have NEW in the hardwood flooring line.

The Berlin Machine Works

Beloit, Wis., U. S. A. Hamilton, Ont., Canada

BRANCH OFFICES:

New York, Chicago, Boston, New Orleans, San Francisco, Spokane, Seattle, Montreal, Que., Vancouver, B. C., Atlanta, Ga., Norfolk, Va., Minneapolis, Minn., Columbus, Ohio

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

RITTER

HAS IT

ANYTHING YOU WANT IN HARDWOODS, SOFT YELLOW CYPRESS, WHITE AND N. C. PINE

Reverse the Telephone Charge and Give Your Order to Our Nearest Salesman or to one of the following Division Sales Manager's Offices, located at

CHICAGO, ILL.
TELEPHONE
HARRISON-2283

COLUMBUS, OHIO, TELEPHONE MAIN-2205
W. M. Ritter Lumber Co. Columbus, O.

PHILADELPHIA, PA.
TELEPHONE
LOCUST-1530
RACE-843

W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

OLD FASHIONED SOFT

YELLOW POPLAR

ASHLAND, KENTUCKY

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

HARDWOOD SALES MANAGERS' MEETING,
AUDITORIUM HOTEL, CHICAGO, FEBRUARY 23

Hardwood Record

Sixteenth Year, Semi-Monthly. CHICAGO, FEBRUARY 10, 1911 Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
Cass, West Virginia.

Fifth Ave. Bldg.,
NEW YORK

YOU HAVE NOT TAKEN ALL MEANS TO SUCCEED

UNTIL YOU GRASP THE OPPORTUNITY MADE POSSIBLE BY "TRADE" MUTUAL INSURANCE

Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
Lumbermens Mutual Insurance Co., of Mansfield, Ohio
The Lumber Mutual Fire Insurance Co., of Boston, Mass.
Penn. Lumbermens Mutual Fire Insurance Co., of Philadelphia, Pa.
Central Manfrs. Mutual Insurance Co. of Van Wert, Ohio

¶ This issue contains the official report of the proceedings of the ninth annual convention of the Hardwood Manufacturers' Association of the United States, held at Cincinnati, O., January 31st and February 1st, 1911.

LUMBER INSURERS' GENERAL AGENCY

Managers of the Leading Stock Fire Insurance Companies making a specialty of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

McILVAIN'S SPECIALS FOR PROMPT SHIPMENT

4-4 to 16-4
Ash
Our stock is well manufactured, dry, running strong to 1st and 2ds, good widths and lengths and Tough Nashville Yard.

We have a large stock of dry
Poplar
running from 5/4 to 4" thick, soft yellow, well manufactured, good widths and good lengths.

Ready for immediate shipment: Large stock of dry
Mahogany
Orders filled for straight or mixed cars.

Can take care of orders for dry
Quartered Red and White Oak
in straight or mixed cars. Large stock now on hand.

We have an exceptionally large stock of
Chestnut
All thicknesses—dry.

If you want
Gulf Cypress
Let us quote you.
4-4 to 16-4 in stock—dry and well-manufactured.

4-4 No. 1 Common and Better
White Oak
plain, dry, good widths and lengths. Tennessee stock.

One car 10" and up
Quartered White Oak
average about 12½" -dry. Excellent figure and good widths—Nashville Yard.

For early shipment
Red Oak
4-4, 5-4, 6-4 and 8-4 Dry No. 1 Common and Better.

Are you in the market for
California Sugar and White Pine
In stock 4-4 to 12-4

A large stock of
Soft Cork White Pine

Better order RIGHT NOW what you need in
Hemlock and Spruce

4-4, 5-4, 6-4, 8-4 and 12-4
Hard and Soft Maple

50,000 ft. No. 2 Common and Better
Black Walnut
Dry, well manufactured, good widths and lengths

For immediate shipment from Nashville Yard
Hardwoods
Large stock, dry, mixed and straight cars.

6x20 and 7x24 No. 1 Heart Rived
Cypress Shingles

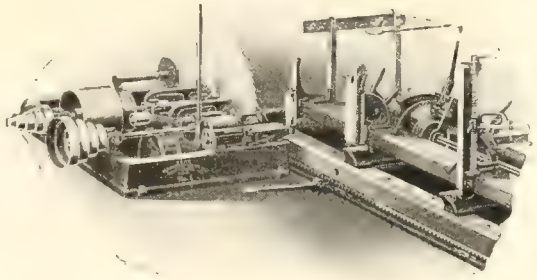
"We Have It If It's Hardwood"

J. GIBSON Mc ILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.



LANE



MILLS

Lane Lever Set Circular Saw Mills, Edgers, Planers, Shingle, Lath and Clapboard Machines, Live Rolls, Log Hauls, Cutting-Off Machinery, Transmission Machinery, Etc.

SEND FOR OUR CATALOG

Lane Manufacturing Co.
MONTPELIER, VT.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., January 28, 1911

DRY STOCK LIST

6/4 White Ash, mill run	17 M
6/4 White Ash, No. 4 common	3 M
4/4 Basswood, No. 3 common	35 M
4/4 Birch, No. 3 common	12 M
1x7 and up Gray Elm, No. 3 common	38 M
12/4 Gray Elm, 1s and 2s	32 M
8/4 Rock Elm, No. 3 common	25 M
8/4 Rock Elm, No. 4 common	1 M
5/4 Hard Maple Step	12 M
6/4 Hard Maple, common and better	3 M
4/4 Hard Maple, No. 3 common	94 M

OUR OWN MANUFACTURE

Mitchell Brothers Co.

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., January 28, 1911

4/4 Ash, No. 3 common	17 M
4/4 Basswood, No. 2 common	136 M
1x6 Basswood, No. 2 common	43 M
1x4 Basswood, No. 3 common	14 M
1x6 Basswood, No. 3 common	7 M
4/4 Basswood, No. 3 common	73 M
8/4 Gray Elm, 1s and 2s	16 M
12/4 Gray Elm, 1s and 2s	17 M
1x10 and up Hard Maple, 1s and 2s	17 M
4/4 Maple and Beech, No. 3 common	116 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

100,000 "	6/4 No. 1 common and better maple.
200,000 "	4/4 No. 3 common maple.
200,000 "	5/4 No. 3 common beech and maple.
250,000 "	6/4 No. 3 common beech.
100,000 "	4/4 No. 2 common and better birch.
30,000 "	8/4 No. 1 common and better birch.
150,000 "	5/4 No. 2 common and better basswood.
10,000 "	12/4 No. 1 common and better elm.
500,000 "	8/4 No. 1 hemlock.
500,000 "	8/4 No. 2 hemlock.



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

CRANDALL & BROWN
3300 South Center Ave.
Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
610 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1355 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
Office and Yard:
Throop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
Office, Yards and Planing Mills: 22nd, Sangamon and Morgan Sts.
Mills at Falcon, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Storage Yards — 1436 Cherry Ave.

G. C. PRATT LUMBER AND TIE COMPANY
Hardwoods, Yellow Pine, Car Material and Ties
1308 Fort Dearborn Bldg.

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
STOCK READY TO LOAD AT MOUNDS, ILL.

48,000 ft. 4/4 Fas pl. Red Oak.
52,000 ft. 4/4 Fas pl. White Oak.
200,000 ft. 4/4 No. 1 com. pl. Red and White Oak.
38,000 ft. 8/4 No. 1 com. & Fas pl. Oak.
30,000 ft. 4/4 No. 2 com. pl. Red and White Oak.
22,000 ft. 4/4 No. 1 com. & Fas Qtd. Red Oak.
37,000 ft. 4/4 No. 1 com. & Fas Qtd. White Oak.
60,000 ft. 5/4 No. 1 com. & Fas pl. Red Oak.
11,000 ft. 5/4 No. 1 com. & Fas pl. White Oak.
12,000 ft. 5/4 No. 2 com. pl. Oak.
10,000 ft. 10/4 Fas White Oak.
36,000 ft. 12/4 No. 1 com. & Fas Red Oak.
20,000 ft. 12/4 No. 1 com. & Fas White Oak.
8,000 ft. 16/4 No 1 com. & Fas White Oak.

All Dry For Rush Orders
OUR SHIPMENTS ALWAYS ON TIME

24,000 ft. 4/4 No. 1 com. & Fas White Ash.
28,000 ft. 5/4 No. 1 com. & Fas White Ash.
42,000 ft. 6/4 No. 1 com. & Fas White Ash.
70,000 ft. 1x11" and up Cottonwood Boxboards.
35,000 ft. 1x13" and up Fas Cottonwood.
75,000 ft. 1x6" and up Fas Cottonwood.
75,000 ft. 1x4" and up No. 1 com. Cottonwood.
100,000 ft. 5/4 and up Fas Cottonwood.
35,000 ft. 8/4 and 12/4 No. 1 com. and bet. Elm.
200,000 ft. 4/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 5/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 6/4 No. 1 com. and Fas Sap Gum.
20,000 ft. 8/4 No. 1 com. and Fas Sap Gum.
50,000 ft. 4/4 No. 1 com. and Fas Red Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

FACTORY LUMBERA SPECIALTY

WHITE BROS. LUMBER CO.

Successors to
G. L. Lindsley Lumber Co.

Manufacturers and Wholesalers
Hardwood and Pine Lumber

1261 MONADNOCK BLOCK, CHICAGO

Stock List — For Immediate Shipment

Telephone Harrison 7393

AT ARKANSAS MILLS

50,000 4/4 1st & 2nds Qtd. White Oak.
40,000 4/4 No. 1 Com. White Oak.
20,000 4/4 No. 2 Com. White Oak.
60,000 4/4 1st & 2nds Qtd. Red Oak.
50,000 4/4 No. 1 Qtd. Red Oak.
20,000 4/4 No. 2 Qtd. Red Oak.
200,000 4/4 1sts & 2nds Pl. Red & White Oak.
150,000 4/4 No. 1 Com. Pl. Red & White Oak.
50,000 4/4 No. 2 Com. Pl. Red & White Oak.

ST. FRANCIS VALLEY GUM

60,000 4/4 1st & 2nds Red Gum, 12'.
125,000 4/4 1st & 2nds Red Gum, 10 to 16'.
30,000 4/4 No. 1 Com. Red Gum, 12'.
30,000 4/4 No. 1 Com. Red Gum, 10 to 16'.
100,000 4/4 1st & 2nds Sap Gum, 12'.
150,000 4/4 1st & 2nds Sap Gum, 10 to 16'.
90,000 4/4 No. 1 Sap Gum, 10 to 16'.
45,000 4/4 No. 2 Sap Gum, 10 to 16'.
100,000 4/4 Box Boards, 13' to 17".
50,000 4/4 Panel, 18 to 36".

SELLING AGENTS FOR CRAIG MOUNTAIN CORK PINE

TO THE TRADE:—We are desirous of moving the following Dry Hardwoods:

150,000 feet 1½ inch Soft Elm No. 2 Common and Better
60,000 feet 1½ inch Soft Elm No. 3
100,000 feet 4-4 No. 1 Common Birch
500,000 feet 4-4 No. 2 Common Birch
250,000 feet 4-4 No. 3 Common Birch
2 cars 4 inch Clear Birch Strips
2 cars 4 inch No. 1 Common Birch Strips
4 cars 4 inch No. 2 Common Birch Strips
4 cars 4 inch No. 3 Common Birch Strips
1 car 4-4 No. 2 Common and Better White Ash (good widths)
100,000 ft. 4, 5 and 6 inch Com. and Clear Basswood Ceiling Stock
100,000 ft. No. 3 Common Basswood
Maple and Birch Flooring in all widths

SEND US YOUR INQUIRIES

FLANNER-STEGER LAND & LUMBER CO.

MILLS: Blackwell, Forest County, Wisconsin. **SALES OFFICE: Steger Building, Chicago**

MARSHALL LUMBER CO. NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING TELEPHONE HARRISON 3996 **CHICAGO, ILLINOIS**

STOCK LIST

CYPRESS.

4/4" 1s and 2s.....150,000 ft.
5/4" 1s and 2s.....120,000 ft.
6/4" 1s and 2s.....100,000 ft.
8/4" 1s and 2s..... 75,000 ft.
4/4" Select .....180,000 ft.
5/4" Select .....100,000 ft.
6/4" Select ..... 90,000 ft.
8/4" Select ..... 65,000 ft.
4/4" No. 1 Shop.....200,000 ft.
5/4" No. 1 Shop.....150,000 ft.
6/4" No. 1 Shop.....100,000 ft.
8/4" No. 1 Shop..... 75,000 ft.

GUM.

4/4" 1s and 2s Sap Gum..200,000 ft.
4/4" No. 1 Com. Sap Gum.150,000 ft.
4/4" No. 2 Com. Sap Gum. 60,000 ft.
5/8" 1s and 2s Sap Gum..100,000 ft.
5/8" No. 1 Com. Sap Gum.200,000 ft.

PLAIN RED OR WHITE OAK.

3/4" 1s and 2s..... 75,000 ft.
4/4" No. 1 Common.....100,000 ft.
5/8" 1s and 2s..... 60,000 ft.
4/4" 1s and 2s..... 75,000 ft.
4/4" No. 2 Common..... 75,000 ft.
5/4" 1s and 2s..... 25,000 ft.
5/4" No. 1 Common..... 20,000 ft.
6/4" 1s and 2s..... 30,000 ft.
6/4" No. 1 Common..... 25,000 ft.
8/4" 1s and 2s..... 25,000 ft.
8/4" No. 1 Common..... 30,000 ft.
12/4" 1s and 2s..... 11,000 ft.

QUARTERED RED OAK.

4/4" 1s and 2s..... 60,000 ft.
4/4" No. 1 Common..... 75,000 ft.

DRY YELLOW POPLAR.

4/4" 1s and 2s.....225,000 ft.
5/4" 1s and 2s..... 60,000 ft.
6/4" 1s and 2s..... 12,000 ft.
8/4" 1s and 2s..... 30,000 ft.
4/4" Sap & Sel. Wagon Box Boards..... 100,000 ft.
4/4" No. 1 Common.....400,000 ft.
5/4" No. 1 Common..... 30,000 ft.
6/4" No. 1 Common..... 70,000 ft.
8/4" No. 1 Common..... 12,000 ft.
4/4" No. 2 Common.....400,000 ft.
5/4" No. 2 Common..... 75,000 ft.
6/4" No. 2 Common..... 50,000 ft.
8/4" No. 2 Common..... 50,000 ft.
4/4" No. 3 & No. 4 Com...500,000 ft.
4/4" Log Run Basswood, 70% 8', 10' & 12'..250,000 ft.
4/4" Log Run Ash, 1 Teach grade, 41M 8' to 12' and 29M 14' and 16'..... 70,000 ft.

ASH.

4/4" 1s and 2s..... 30,000 ft.
4/4" No. 1 Common..... 50,000 ft.
5/4" 1s and 2s..... 10,000 ft.
5/4" No. 1 Common..... 75,000 ft.
6/4" 1s and 2s..... 15,000 ft.
6/4" No. 1 Common..... 15,000 ft.

COTTONWOOD.

4/4" 1s and 2s.....100,000 ft.
4/4" No. 1 Common..... 75,000 ft.
4/4" No. 2 Common.....100,000 ft.
1x13 to 17" Box Boards...100,000 ft.

QUARTERED WHITE OAK.

4/4" 1s and 2s..... 50,000 ft.
4/4" No. 1 Common..... 75,000 ft.

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, December 8, 1910 CHICAGO, ILL.

STOCK SHEET

BASSWOOD 1,000 ft. 12/4 1st and 2nd; 3,000 ft. 10/4 and 12/4 1st and 2nd; 9,000 ft. 10/4 1st and 2nd; 14,000 ft. 8/4 No. 2 Common; 10,000 ft. 6/4 No. 1 Common; 5,000 ft. 6/4 No. 2 Common; 10,000 ft. 5/4 1st and 2nd; 15,000 ft. 5/4 No. 1 Common; 35,000 ft. 5/4 No. 2 Common; 300,000 ft. 4/4 No. 2 and Better, 40% 1st and 2nd, 35% No. 1 and 25% No. 2 Common; 100,000 ft. 5/4 No. 3 Common; 25,000 ft. 6/4 No. 3 Common; 250,000 ft. 5/4 No. 1 Common and Better; 175,000 ft. 6/4 No. 1 Common and Better; 50,000 ft. 8/4 No. 1 Common and Better.

WISCONSIN RED OAK: 1 car 10/4 No. 1 Common and Better, 75% 1st and 2nd; 1 car 8/4 No. 2 Common and Better, 50% 1st and 2nd; 3 cars 4/4 1st and 2nd; 3 cars 4/4 No. 1 Common. Very choice wide stock. Good lengths.

BIRCH: 1 car 8/4 1st and 2nd (red all in).

SOFT ELM: 3 cars 4/4 Log Run 25% 1st and 2nd, 50% No. 1 and 25% No. 2; 1 car 12/4 No. 1 Common and Better.

WHITE PINE: 1 car 1" D and Better, 8" and wider, full thickness; 2 cars 6/4 No. 2 Common and Better, 25% better than common; 5 cars No. 4 Boards full thickness.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

WE CUT OAK CHAIR STOCK, IMPLEMENT STOCK AND TIMBER TO YOUR ORDER

SCHULTZ, HOLLOWAY & CO.

277 DEARBORN ST.
CHICAGO

PHONE HARRISON 2340

FOR IMMEDIATE SHIPMENT

RED GUM

2 cars 1" 1's & 2's—12' 15% 10'
6 cars 1" 1's & 2's—10' to 16'
5 cars 1" No. 1 Common.
4 cars 1¼" 1's & 2's
3 cars 1¼" No. 1 Common
2 cars 1½" 1's & 2's
1 car 1½" No. 1 Common
2 cars 2" 1's & 2's

SAP GUM

4 cars 1" 1's & 2's—12' 15% 10'
7 cars 1" 1's & 2's—10' to 16'
11 cars 1" No. 1 Common
14 cars 1" No. 2 Common
2 cars 1¼" 1's & 2's
6 cars 1¼" No. 1 Common
4 cars 1½" 1's & 2's
3 cars 1½" No. 1 Common

5 cars 2" 1's & 2's
2 cars 2" No. 1 Common

COTTONWOOD

5 cars 4/4 1's & 2's –6" to 12"
4 cars 4/4 No. 1 Common
6 cars 4/4 No. 2 Common
1 car Boxboards 15" to 17"

ELM

4 cars 4/4 Common & Better, Soft
2 cars 4/4 Log Run, Soft
1 car 6/4 Common & Better, Soft
2 cars 8/4 Common & Better, Soft

SOUND WORMY CHESTNUT

15 cars 4/4 4 cars 6/4
3 cars 5/4 3 cars 8/4

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

Hall & Sisson Lumber Company

218 La Salle Street, Chicago, Ill.

Telephone Main 3639
(Mills at Annadel, Tenn.)

WANTED

2 cars 2x6x8 Clear Oak.
7 cars 2x5½x7 Clear Oak.
25 cars 4/4 No. 2 Common Cottonwood.
20 cars 4/4 F's. & S's. Sap Gum.
3 cars 4/4 No. 1 Common Sap Gum.
20 cars 4/4 F's & S's. Poplar.
2 cars 8/4 F's. & S's. Hickory.
2 cars 16/4 F's. & S's. Ash.
2 cars 2x12-14 Poplar Sign Boards.

ALWAYS IN THE MARKET FOR

Red and White Oak, plain and ¼ sawed, in all grades and thicknesses.

Red and White Oak Dimension Stock for Car and Wagon Trade; Sawed and Hewn Ties.

FOR SALE

5 cars 4/4 F's. & S's. Poplar.
2 cars 8/4 F's. & S's. Poplar.
10 cars 4/4 F's. & S's. Plain Red and White Oak.
8 cars 4/4 No. 1 Common Plain Red and White Oak.
2 cars 12/4 Mixed Oak Bridge Plank.
6 cars 4/4 F's. & S's. Sap Gum.
4 cars 8/4 F's. & S's. Ash.
2 cars 12/4 F's. & S's. Ash.

MANUFACTURERS OF AND DEALERS IN SOUTHERN HARDWOODS

Car Dimension Stock a Specialty. We Buy Dimension Oak.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

WILL BUY

A Few Cars of

Good Gum, Cottonwood, Red and White Oak, White Ash-all grades and thicknesses

Quote Best Prices F. O. B. Mill or Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange **CHICAGO** Phones Harrison 6440 Automatic 61377

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

Poplar Wagon Box Boards, 13 in. to 20 in. wide, 12 ft., 14 ft. and 16 ft.

Poplar Sign Boards, 2x14 in. to 16 in., 1 and 2 grade, 14 ft., 16 ft. and 18 ft. long.

Dry Hard Maple, 1 and 2 grade, 1¼ in. and 2 in. thick, standard lengths. Hard Maple, 3 cars Clear Stock, 3½x7x12 ft., to be sawed to order.

No. 1 Hard Maple Squares, 5x5 and 6x6, 5 ft., 6 ft., 10 ft., 12 ft.

No. 1 Poplar Squares, 8x8, 9x9 and 10x10, 12 ft. to 16 ft.

1 in. Red Oak, 1 and 2 grade, mostly 14 ft. and 16 ft.

We would like to sell a car of **NORTHERN WHITE PINE** 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.

We are large handlers of **WESTERN WHITE PINE** all grades shop and better.

1 in. Red Gum, 1 and 2 grade, 12 ft., with 10% 10 ft.

7x9 W. Oak Switch Ties, 8 ft. 9 in. to 16 ft. 9 in. long.

We would contract for following:

1 in. and thicker Birch, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, 8" and 10" widths only, 1 and 2 grade.

1½ in. and 2 in. No. 1 Common and Better Beech (a car or cargo lots of No. 2 Com. Grade permitted).

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

1105-1130 EAST 103d AVE.

CHICAGO

Huddleston-Marsh Lumber Company

(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian MAHOGANY Lumber and Veneers

DOMESTIC VENEERS and Glued-Up Panel Stock

2256-2266 Lumber Street - - CHICAGO, ILL.

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.

206 La Salle St.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

WHEELER-TIMLIN LUMBER COMPANY

Manufacturers and Wholesalers of

NORTHERN AND SOUTHERN HARDWOODS

WE WANT TO MOVE

3 Cars 1 in. No. 2 Common and Better Black Ash.
2 Cars 2 in. 1s and 2s Hard Maple.
1 Car 3 in. No. 1 Common and Better Hard Maple.
4 Cars 1 in. No. 1 Common and Better Basswood.
2 Cars 3-4 in. No. 1 Common and Better Red Oak.
2 Cars 5-8 in. No. 1 Common and Better Red Oak.
2 Cars 4-4 in. No. 1 Com. and Better Qtd. Red Oak.
1 Car 6-4 in. 1s and 2s Plain Red Oak.

FIRST NATIONAL BANK BUILDING, CHICAGO

WAUSAU, WISCONSIN

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

WE WANT TO BUY

Several cars 4-4 Fas Red Gum, 12 ft., 10 per cent 10 ft.
Several cars 4-4 Fas Sap Gum, 12 ft., 10 per cent 10 ft.
Several cars 6-4 No. 1 Common Plain White Oak.
Several cars 5-4, 4 inches and wider, Plain Red and White Oak, furn. dimension, 19 inches long.
Several cars 4-4, Quartered White Oak, 4 inches and wider, 19 inches long, bright sap no defect.

Above Must Be Well Manufactured and Equalized and Dry

D. W. BAIRD LUMBER COMPANY 414 FISHER BUILDING CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bank Bldg., New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Bldg., Seattle
1104 Spalding Bldg., Portland

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

JUST WHERE TO BUY

When the buyer is busy and crowded with work;
Though far be it from him, any duties to shirk,
And finds there are orders to be placed right away,
And likely the stock will be needed that day;
He longs for a place where the price will be right,
Where he'll get the stuff quickly and a grade out of sight,
I'll give him the answer—make it short I will try,
The firm of HEATH-WITBECK is just where to buy.

In speaking of lumber—the best in the land:
Among dealers in hardwoods the foremost we stand,
For we've just the stock that would fill you with glee,
And on future orders, we plainly can see
The business is ours, and the stock is so nice,
If you use it just once, you will sure use it twice,
So I'll chatter again, now between you and I
The firm of HEATH-WITBECK is just where to buy.

The line is complete, the assortment is good,
In OAK, BIRCH or Maple and likewise BASSWOOD.
It is thoroughly KILN-DRIED—been put to the test;
We will send it out rough or even well dressed.
But while dressing is bad and we don't wish to be rude,
We would greatly prefer to let it go in the nude.
But just suit yourself, to please you we'll try,
The firm of HEATH-WITBECK is just where to buy.

You can't give enough praise to this OAK that we have,
Such a thing can't be done—you would run out of salve.
And the hardwood trade binnacle is struck just abaft,
For some of this stock is as wide as Bill Taft.
And now at the POPLAR, come and just give a gap,
Not only the clear, but the Common and Sap.
Try some of this stock, it's well seasoned and dry,
The firm of HEATH-WITBECK is just where to buy.

"Unser Karl."

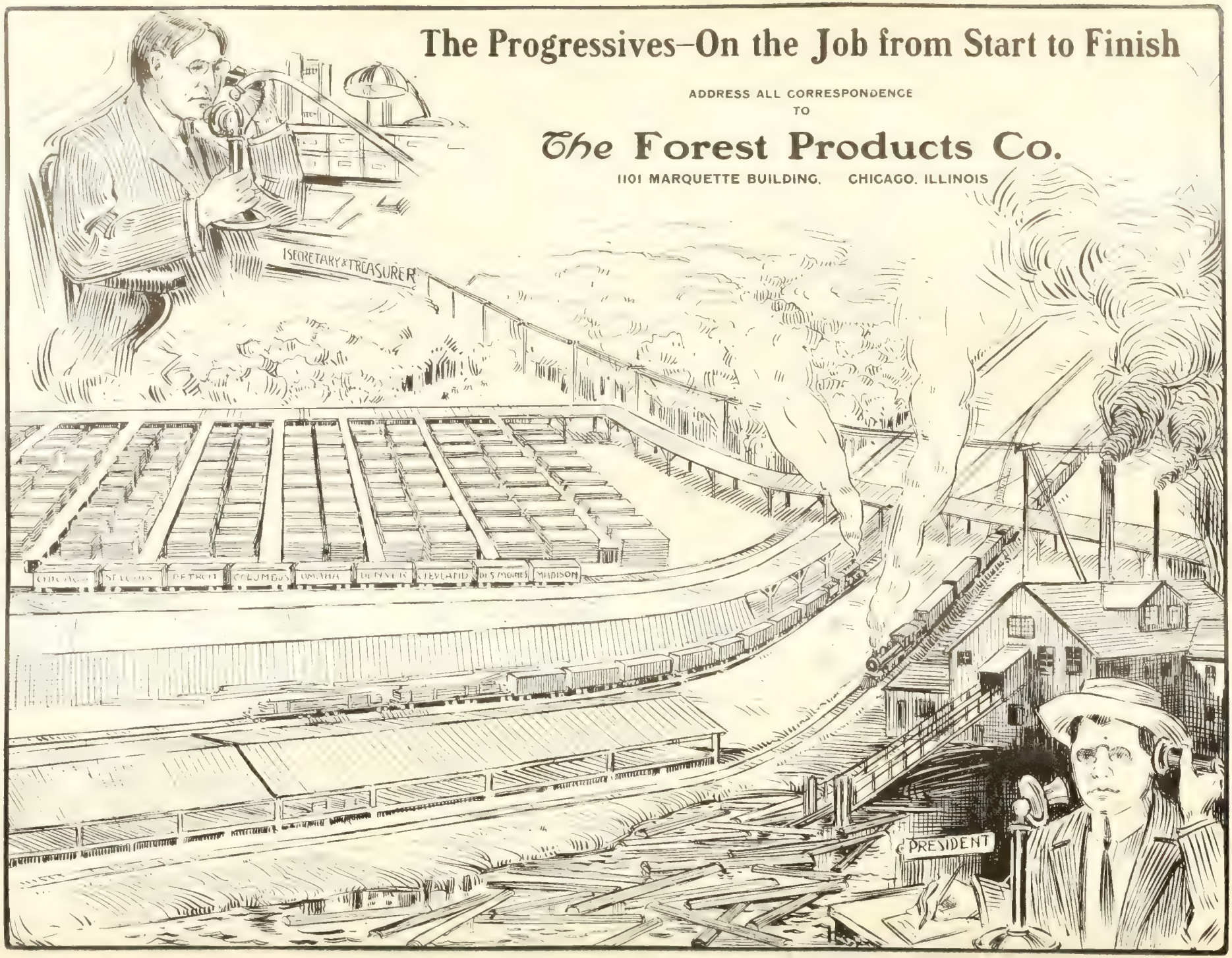
HEATH WITBECK CO.
Wholesalers and Dealers of
Thoroughly Kiln Dried
HARDWOOD LUMBER
Telephone, Canal 942

The Progressives–On the Job from Start to Finish

ADDRESS ALL CORRESPONDENCE
TO

The Forest Products Co.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS



NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Company

NASHVILLE, ∴ TENNESSEE

Southern Hardwoods, Poplar, Oak, Ash and Chestnut

DRY STOCK, STANDARD WIDTHS AND LENGTHS AND STRAIGHT GRADES

We furnish what we sell in every case. Correspondence solicited. Delivered prices any railway point in the United States or Canada.

The Aristocrat of Flooring

TEFCO BRAND

OAK FLOORING

MANUFACTURED BY THE

TENNESSEE OAK FLOORING CO.

NASHVILLE, - - - TENN.

Hunt, Washington & Smith

Nashville, Tenn.

SPECIAL PRICES ON OAK STRIPS

5 cars	1x1½ to 5½	Clear Face and Better	Quartered White Oak Strips
1 "	1x4 in. and 4½ in.	"	" "
2 "	1x5 in. and 5½ in.	"	" "
1 car	1¼x2½ in. to 5½ in.	"	" "
1 "	1½x2½ in. to 5½ in.	"	" "
4 cars	1x2½ in. to 5½ in.	Clear Face and Better	Quartered Red Oak Strips
5 "	1x2½ in. to 5½ in.	"	Plain White "
2 "	1x4½ in. to 5½ in.	"	" " "
3 "	1x2½ in. to 5½ in.	"	" " "
2 "	1x4½ in. to 5½ in.	"	Red "

Bone Dry Stock

Our Own Manufacture

3,000,000 ft. Quartered White and Red Oak
2,000,000 ft. Plain White and Red Oak
2,000,000 ft. Poplar
1,000,000 ft. Chestnut
1,000 000 ft. Hickory
1,000,000 ft. Tenn. Red Cedar, Walnut, Ash, etc.

LOVE, BOYD & CO.

NASHVILLE

IMMEDIATE DELIVERIES BANG UP GRADES

Southern Lumber & Mfg. Co.

Manufacturers

Rough and Dressed Hardwood Lumber

Nashville, Tenn.

We want to move

3 Cars 5-4 in. 1s and 2s Quartered White Oak
5 Cars 5-4 in. No. 1 Common Quartered White Oak
3 Cars 5-4 in. Clear Strips Quartered White Oak
2 Cars 5-4 in. 1s and 2s Quartered Red Oak
5 Cars 4-4 in. No. 1 Common Ash
5 Cars 4-4 in. No. 2 Common Ash



LOUISVILLE'S

Premier products are **Pretty Women, Thoroughbred Horses** and **Quality Hardwoods.**

We specialize in **Plain and Quartered Oak, Chestnut, Walnut, Hickory, Poplar, Ash, Mahogany, Veneers and Panels.**

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

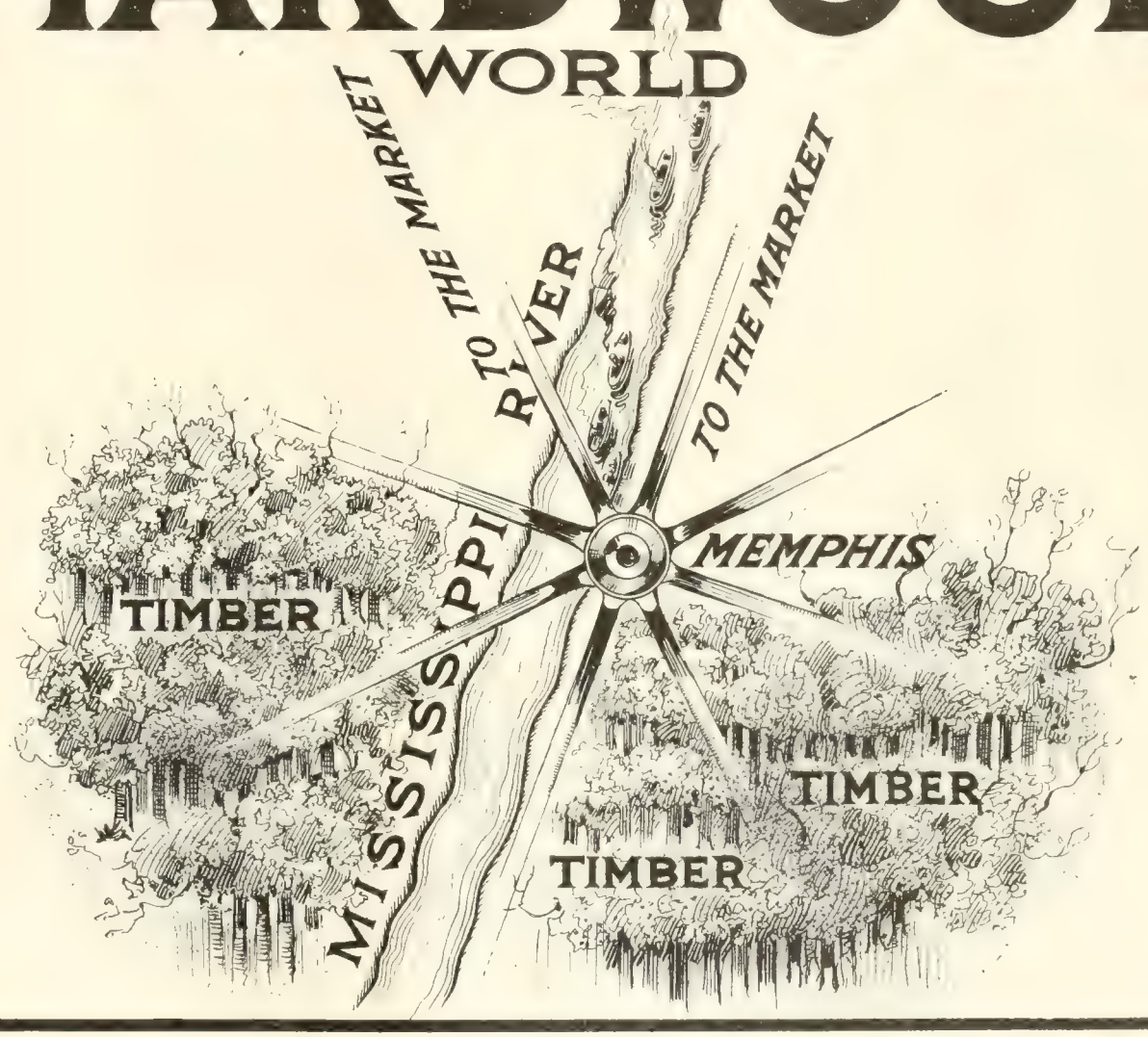
Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Miss.

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In. †We ship our No. 1 Common Quartered White Oak 6" & up wide.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4" 1sts and 2nds, 6-12" ..... 150,000'
4/4" No. 1 Common, 4 and up ..... 200,000'
4/4" Box Boards, 13-17" ..... 200,000'
4/4" Panel & Wide, No. 1, 21" and up .. 12,000'
4/4" Panel & Wide, No. 1, 18 to 20" ... 12,000'
5/4" 1sts & 2nds, 6" and up ..... 150,000'
6/4" 1sts & 2nds, 6" and up ..... 35,000'

SAP GUM

4/4" 1sts & 2nds, 6" and up ..... 200,000'
5/4" 1sts & 2nds, 6" and up ..... 150,000'
4/4" No. 1 Common, 4" and up ..... 75,000'
5/4" No. 1 Common, 4" and up ..... 50,000'
4/4" Box Boards, 13" to 17" ..... 18,000'
4/4" Panel & Wide, No. 1, 21" and up... 50,000'

RED GUM

4/4" 1sts & 2nds ..... 50,000'
4/4" No. 1 Common ..... 100,000'
5/4" 1sts & 2nds ..... 25,000'
5/4" No. 1 Common ..... 100,000'
6/4" 1sts & 2nds ..... 12,000'
6/4" No. 1 Common ..... 6,500'
8/4" 1sts & 2nds ..... 25,000'
8/4" No. 1 Common ..... 16,000'

QUARTERED WHITE OAK

4/4" 1sts & 2nds ..... 3,500'
4/4" No. 1 Common ..... 25,000'
4/4" No. 2 Common ..... 25,000'

CYPRESS

5/4" No. 1 Shop & Better ..... 50,000'

PLAIN RED OAK

4/4" 1sts & 2nds ..... 15,000'
5/4" 1sts & 2nds ..... 21,000'
6/4" 1sts & 2nds ..... 25,000'
6/4" No. 1 Common ..... 12,000'
3/4" No. 1 Common & Better ..... 25,000'

PLAIN WHITE OAK

4/4" 1sts & 2nds ..... 50,000'
4/4" No. 1 Common ..... 35,000'
4/4" No. 2 Common ..... 25,000'

ELM

4/4" Log Run ..... 12,000'
6/4" Log Run ..... 25,000'

Above stock is all well manufactured—good widths and lengths—dry.

.....CAN SHIP IMMEDIATELY.....

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

1911

WHY NOT?

Turn Over a New Leaf
Send Us Your Inquiries

Everything in Southern Hardwoods

Band Sawn and Equalized, Gum, Cottonwood, Ash, Red and White Plain and Quartered Oak. Let us quote you on the following items:

10 cars 5-4 x 13 to 17 in. 1st and 2d Cottonwood
15 " 4-4 x 6 to 12 in. " " "
6 " 5-4 x 6 in. and up " " Sap Gum
7 " 6-4 x 6 in. " " " "
12 " 12-4 Log Run Southern Elm
2 " 4-4 x 18 in. and up 1st and 2d Poplar
2 cars 4-4 x 13 to 17 in. Bx. Bds. Poplar
17 " 4-4 No. 1 Common Plain Red Oak
4 " 5-4 " " " " "
5 " 6-4 " " " " "
7 " 8-4 " " " " "

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER MEMPHIS, TENN.

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM
4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK
4-4 1s and 2s.....26,323 Feet
5-4 1s and 2s.....1,300 Feet
7-4 1s and 2s.....890 Feet
8
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK
4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Fee

PLAIN RED AND WHITE OAK
4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK
4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK
4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH
4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS
6-4 Log Run Soft Elm....56,986 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Maple.....11,534 Feet

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

1 car ¾ Quartered white oak C. & B. on grade.
5 cars 4-4 quartered white oak 1sts and 2nds.
6 cars 4-4 quartered white oak No. 1 common.
4 cars 5-4 and 6-4 quartered white oak C. & B. on grade.
2 cars 4/4 quartered red oak C. & B. on grade.
6 cars 4-4 plain red oak C. & B. on grade.
3 cars 5/4 and 6/4 plain red oak C. & B. on grade.
2 cars 4-4 plain white oak C. & B. on grade.
3 cars 4/4 Ash C. & B. on grade.
2 cars 5-4 Ash No. 1 common.
1 car each 10/4 and 12/4 Ash, 15% No. 1 common.
1 car 4/4 poplar No. 1 common.
1 car 4/4 and 5/4 Poplar sap.
1 car 2" Poplar No. 2 common.
4 cars 4-4 Red Gum C. & B. on grades.
1 car 4/4 Gum boxboards.
1 car 6/4 Rock Elm, log run.
1 car 6/4 Soft Elm, log run.
1 car 12/4 Soft Elm, C. & B.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JOHN M. WOODS & CO.

ASH — RED GUM — QUARTERED WHITE OAK
PLAIN OAK — COTTONWOOD — QUARTERED RED OAK
HICKORY

Special attention to mixed cars.
This means economical buying for you.

Wholesale Yard
MEMPHIS, TENN.

Main Office and Distributing Yard
EAST CAMBRIDGE, MASS.

Florence Pump & Lumber Co.

INCORPORATED

Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

FRANK MAY — RALPH MAY

MAY BROTHERS

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

MAIN OFFICE
MEMPHIS, TENNESSEE

MILLS (MEMPHIS, TENN.
(DUMAS, ARK.

WE WANT TO MOVE AT ONCE

2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
1 car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
1 car 4-4 1s and 2s Quartered Red Oak
1 car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
1 car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
1 car 4-4 No.1 Common Poplar

We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
36,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
26,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK
12,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

PLAIN RED OAK
25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

ASH
13,000 ft. 5/4 to 16/4 log run.

ELM
14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.
152,765 ft. 1" No. 1 Common White.
52,947 " 1" " Red.

GUM.
31,000 ft. 1" 1st and 2nd Sap.
15,000 " 1" No. 1 Common Sap.
20,500 " 1" Box Boards, 13"-17".
5,750 " 1" 1st and 2d Sap, 18" and up.
16,500 " 1¼" 1st and 2nd Sap.
8,700 " 1¼" No. 1 Common Sap.
25,600 " 1½" 1st and 2nd Sap.
13,200 " 1 " 1st and 2nd Red.
8,200 " 1¼" 1st and 2nd Red.
2,300 " 1¼" No. 1 Common Red.

PLAIN OAK.
58,830 ft. 1" No. 3 Com. Red and White.
28,310 ft. 1" No. 2 Com. Red and White.
15,419 ft. 1" Sound Wormy Red and White.
102,592 ft. 1" No. 1 Common White.
146,569 " 1" No. 1 Common Red.
65,783 " 1¼" No. 1 Common Red.
26,637 " 1¼" No. 1 Common White.
19,492 " 1½" No. 1 Common White.

YELLOW CYPRESS.
15,310 ft. 1" 1st and 2nd.
39,758 " 1" Selects.
76,564 " 1" Shop.
15,760 " 2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in

HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

MEMPHIS
THE HUB OF THE HARDWOOD WORLD

C. D. HENDRICKSON, Pres. and Gen. Mgr. E. E. SWEEY, Sec. and Sales Mgr.

C. D. Hendrickson Lumber Company
MANUFACTURERS OF
SOUTHERN HARDWOOD LUMBER
OAK, ASH, CYPRESS, POPLAR, ELM, RED GUM, SAP GUM, COTTONWOOD
Memphis, Tennessee

J. W. Thompson Lumber Company
MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

Goodlander-Robertson Lumber Co.
MEMPHIS, TENN.

POPLAR
OAK
HICKORY
ASH

AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries

S. C. MAJOR LUMBER CO.
W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
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WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES
PLAIN AND QUARTERED OAK, ASH AND POPLAR

Darnell-Taenzer Lumber Co.
— Manufacturers and Dealers in High Grade —
HARDWOOD LUMBER

180,000 Ft.	3-8 in.	Common Plain Red Oak.			
45,000 "	1-2 in.	1 and 2	Qtd. Red Oak.		10 in. and Wider
40,000 "	5-8 in.	1 and 2	"	"	10 in. and Wider
10,000 "	5-4 in.	1 and 2	"	"	10 in. and Wider
24,000 "	1 in.	1 and 2	"	"	10 in and Wider
8,000 "	1 1-2 in.	1 and 2	"	"	10 in. and Wider
60,000 "	5-8 in.	1 and 2	Plain Red Oak.		12 in. and Wider
20,000 "	3-4 in.	1 and 2	"	"	12 in. and Wider
10,000 "	1 1-2 in.	1 and 2	"	"	12 in. and Wider
14,000 "	2 1-2 in.	1 and 2	Ash, 80% 12 Ft.		
30,000 "	1 in.	1 and 2	Yellow Cypress,		18 in. and Wider
10,000 "	1 1-4 in.	1 and 2	"	"	18 in. and Wider
12,000 "	1 1-2 in.	1 and 2	"	"	18 in. and Wider
12,000 "	2 in.	1 and 2	"	"	18 in. and Wider
20,000 "	1-2 in.	1 and 2	Qtd. White Oak,		10 in. and Wider
20,000 "	3-4 in.	1 and 2	"	"	10 in. and Wider

SAWED VENEER
We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

Hardwood Record's
strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Stock List of Specials

15 M.	5	8″	1s and 2s Poplar.
5 M.	3	4″	1s and 2s Poplar.
375 M.	4	4″	1s and 2s Poplar.
10 M.	5	4″	1s and 2s Poplar.
35 M.	6	4″	1s and 2s Poplar.
15 M.	8	4″	1s and 2s Poplar.
40 M.	4	4″	1s and 2s Basswood.
4 M.	3	8″	1s and 2s Plain White Oak.
9 M.	1	2″	1s and 2s Plain White Oak.
7 M.	3	4″	1s and 2s Plain White Oak.
35 M.	4	4″	1s and 2s Plain White Oak.
12 M.	6	4″	1s and 2s Plain White Oak.
5 M.	8	4″	1s and 2s Plain White Oak.
10 M.	10	4″	1s and 2s Plain White Oak.
37 M.	4	4″	1s and 2s Quartered White Oak.
16 M.	6	4″	1s and 2s Quartered White Oak.
42 M.	4	4″	1s and 2s Ash.
18 M.	6	4″	1s and 2s Ash.
78 M.	4	4″	1s and 2s Red Gum.
35 M.	5	4″	1s and 2s Red Gum.
75 M.	6	4″	1s and 2s Red Gum.
11 M.	8	4″	1s and 2s Red Gum.
5 M.	4	4″	1s and 2s Chestnut.
8 M.	8	4″	1s and 2s Chestnut.

We have the lower grades also.

KENTUCKY LUMBER CO.

CINCINNATI MANUFACTURERS OHIO

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:
1620 Union Trust Building
Cincinnati, Ohio

MILLS:
Norma, Tennessee
New River, Tennessee

HIGH GRADE POPLAR

Good Widths and Lengths

WELL MANUFACTURED

100 M. feet 4-4-inch 1s and 2s Poplar.
200 M. feet 4-4-inch Saps and Selects Poplar.
300 M. feet 4-4-inch No. 1 Common Poplar.
300 M. feet 4-4-inch No. 2 Common Poplar.

DRY STOCK—Can ship immediately.

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

WE HANDLE DRY

HARDWOODS

For
Domestic and Foreign Markets

Correspondence Solicited

FERD BRENNER LUMBER COMPANY

514 FIRST NATIONAL BANK BLDG. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

THE MIDLAND LUMBER COMPANY
CINCINNATI, OHIO

SOUTHERN HARDWOODS
MILLS AT PETEET AND COLBY, MISS.

RED GUM, Oak, Ash, Cottonwood and Cypress

PLANING MILL AND DRY KILNS AT CINCINNATI

MIXED CARS, for quick shipment from Cincinnati, of Mouldings, Worked Cypress, Oak Gum, Yellow Pine and a full line of Birch, Oak, Gum and White Pine Doors and Yellow Pine dimensions, Flooring, Siding, etc. Interior trim worked special patterns.

PRICES RIGHT GRADES RIGHT

SEND US YOUR INQUIRIES

John Dulweber & Co.
HARDWOOD LUMBER

Mills In Ohio, Kentucky, Mississippi, Tennessee — Office S. W. Cor. Findlay & McLean Sts. Cincinnati — Distributing Yards McLean Ave., from Findlay to Poplar Streets

Following is list of special stock which we are anxious to move promptly.

2 cars 2½ in., 3 in. and 4 in. Ash
1 car 5-8 in., Clear Strips Quartered White Oak, 2½ in. to 5½ in.
½ car 10-4 in., 1s and 2s Quartered White Oak
1 car 4-4 1s and 2s, 12 in. and up Plain White Oak

Cincinnati Hardwood Lumber Co.
Manufacturers and wholesalers of all kinds of

HARDWOODS

VENEERS AND THIN LUMBER

Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

Office and Yards: 2624-2634 Colerain Avenue

CINCINNATI, OHIO

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, • OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

CONASAUGA LUMBER CO.

Manufacturers and
Wholesalers of

Rough and Dressed Lumber

703 Fourth National Bank Bldg., **CINCINNATI, O.**

We are Specialists in

RED GUM

Plain and Quartered

Bayou Land & Lumber Co.

Mitchell Building - CINCINNATI

RIEMEIER LUMBER CO.

HARDWOOD LUMBER

Special list of stock we wish to move

200,000 ft. 1 in. No. 1 Common and 1st and 2d Chestnut
100,000 ft. 5-4 " " " " "
75,000 ft. 6-4 " " " " "
100,000 ft. 8-4 " " " " "
30,000 ft. 1 in. x 2½ in. to 5½ in. Clear Qtd. W. Oak Strips
15,000 ft. 5-4 in. 1st and 2d Poplar 15 in. to 17 in. Sap no Defect
100,000 ft. 1 in. No. 1 Common Plain White Oak
100,000 ft. 1 in. No. 1 " " Red "
100,000 ft. 5-4 No. 1 Common and 1st and 2d Plain Red Oak
15,000 ft. 4 in. 1st and 2d White Ash
150,000 ft. 1 in. to 3 in. No. 1 Common White Ash

Office and Yards
Summer St., Gest St., and C. H. & D. R. R. CINCINNATI

BENNETT & WITTE

MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who Inspect and Measure their Lumber. We Ship all over the Globe

Delivered prices quoted to any point in North America or to any Seaport of the world. Cable address Bennett

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The Roy Lumber Company

Manufacturers and Wholesalers

HARDWOODS

POPLAR A SPECIALTY

BANK ST. AND McLEAN AVE. **CINCINNATI, O.**

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK--ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET CINCINNATI

RED CEDAR

Let us know when you need any, we handle the best that grows

also

HARDWOODS

of all kinds

GEORGE LITTLEFORD,
CINCINNATI

FRANCKE LUMBER COMPANY

WE SELL ASH, OAK, CHERRY
THIN WALNUT and QUARTERED OAK a SPECIALTY
WE BUY WALNUT, EXPORT LOGS

STATION P. CINCINNATI, OHIO
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South Bend, - - - - - - - - Indiana

Uniformity, accuracy and neatness comprise the essential features of the work turned out by the successful manufacturer. Such a product is easy work when performed by **"DEFIANCE" WOOD-WORKING MACHINES.**

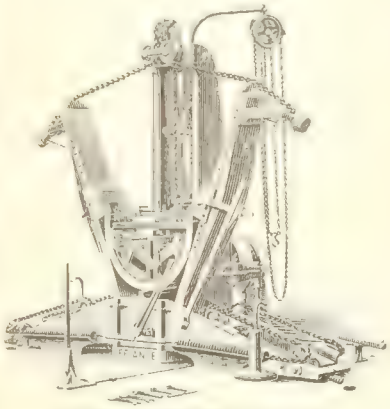
The question is, can you afford to be without them. Success comes to every man but once. Now is your chance.

Single machines or complete equipments for producing hubs, spokes, rims, wheels, wagons, carriages, automobile wheels and bodies, shafts, poles, neckyokes, singletrees, hoops, handles of every kind, spools, bobbins, insulator pins, table legs, balusters, gun stocks, newel posts, oval wood dishes, and for general woodwork.

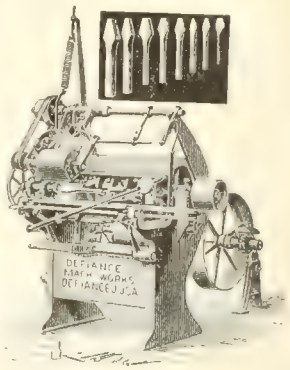
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The Defiance Machine Works

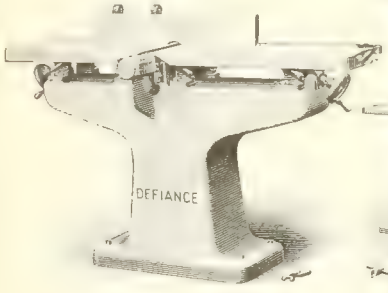
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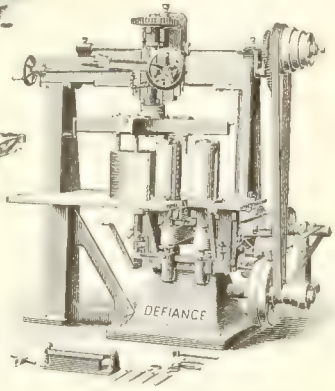
Felloe, Hound and Bow Bender



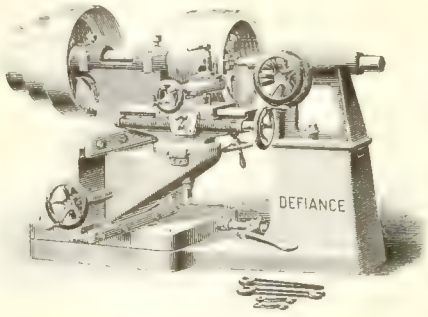
Automobile Spoke Lathe



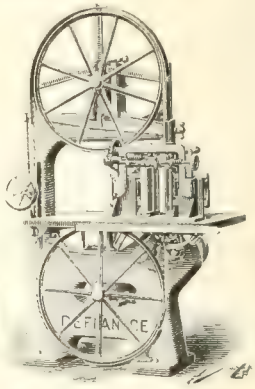
12-in. Hand Planer & Borer



Auto Truck Rim Planer



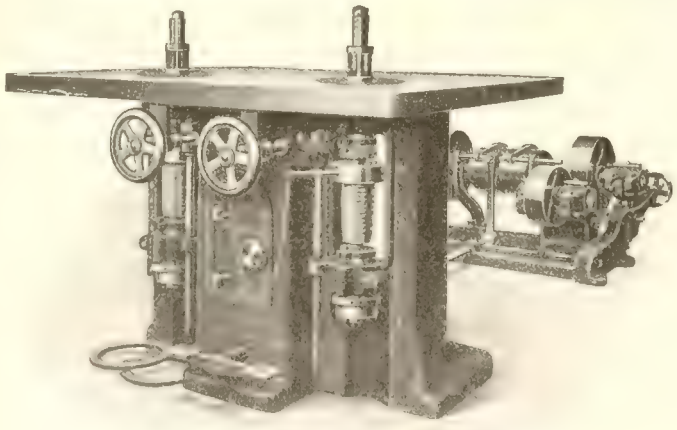
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9—36-in. Band Re-Saw

With the Spindles Running 9,000 Revolutions Per Minute in Phosphor Bronze Bearings with Continuous Oil Flow, the Best Results on Our No. 265 Double Spindle Shaper are Obtainable.

It takes high speed to make a good shaper and it takes a good machine—good material, good workmanship and good principles of construction to stand a speed of 9000 revolutions per minute



No. 265 Double Spindle Shaper

We have a book called "Section L" which shows our machine in detail. Copy sent free to you gladly.

An item of great value in the construction of our shaper is the countershaft. It's made like the machine itself—heavy, universally adjustable and with double pulleys to insure perfect tracking of belts—very necessary on a high speed machine.

Referring to our book again—get it please—it only costs a postal to bring it. State where you saw the ad, so we will make no mistake by sending you the wrong book. "Section L" is the one.

. . . Write Today . . .

J. A. FAY & EGAN CO., 414-434 W. Front St., Cincinnati, O.

OAK FLOORING

"Tefco Brand"

Manufactured in the most modern flooring plant in the country

Write us for prices on car loads or less than car loads.

Also

MIXED CARS

to contain

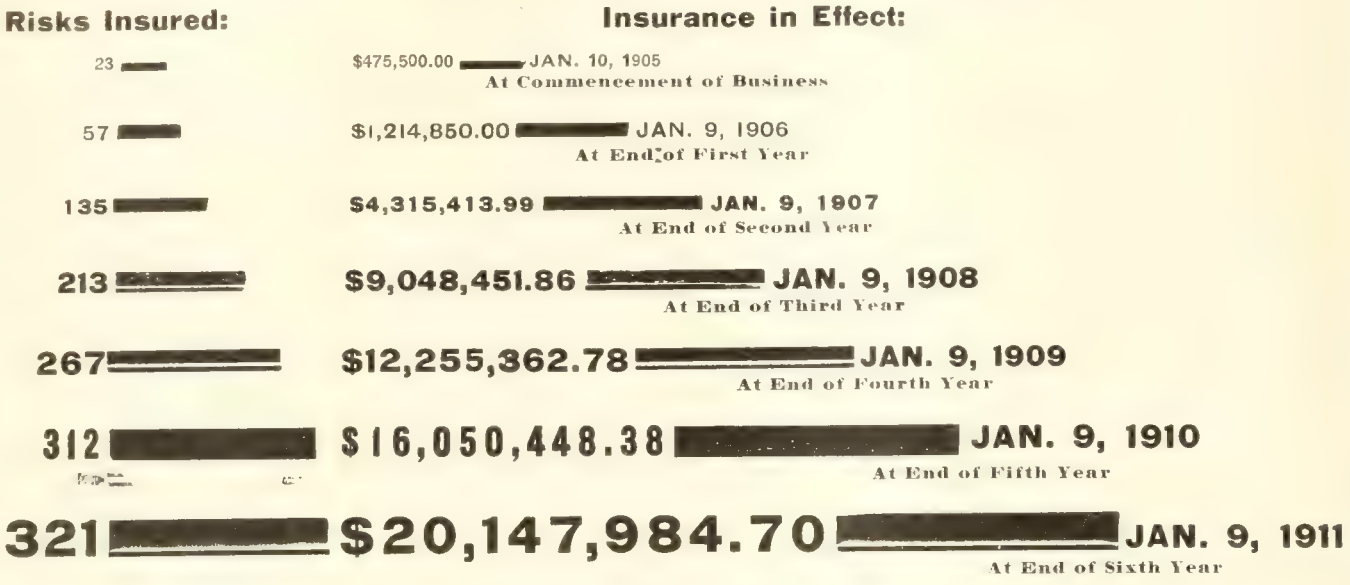
OAK FLOORING
ROUGH OAK LUMBER
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TENNESSEE OAK FLOORING CO.

NASHVILLE, - - - - - TENNESSEE

The Facts and the Reasons

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We have made the interests of the Lumbermen the first consideration.
We have rendered the highest grade service at the minimum cost.
Our policies have been quickly converted into cash after losses.
Our fine inspection service has averted enormous fire waste.
Our monthly bulletins furnish valuable lumber fire data.
Our risks are high grade and constantly improving.
Premium money saved belongs to subscribers.
Our savings have been substantial.

We have always made good!

Lumbermen's Underwriting Alliance

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LEADING MANUFACTURERS AND JOBBERS

SOFTWOODS HARDWOODS SHINGLES

STEVENS-EATON COMPANY

1 Madison Ave., New York

We want to move at once

150 000 feet 4-4 No. 2 "A" Common Poplar
60,000 feet 5-4 No. 2 "A" Common Poplar
70,000 feet 4-4 No. 1 Common Ash
40 000 feet 5-4 No. 1 Common Ash
75,000 feet 4-4 No. 1 Common Poplar
140,000 feet 8-4 Sound Wormy Chestnut
50,000 feet 4-4 No. 1 Com. and Bet. Sound Wormy White Oak

SEA COAST LUMBER COMPANY

CYPRESS AND HARDWOOD LUMBER

WE WANT TO MOVE

100,000 feet 4x4 No. 1 Shop Cypress
100,000 " 5x4 " " " "
100,000 feet 6x4 No. 1 Shop Cypress
100,000 " 8x4 " " " "
20,000 feet 4x4 No. 2 Common Poplar

OFFICE: NO. 1 MADISON AVENUE, - NEW YORK CITY

Gardner Wood Company of New York

Manufacturers of Hardwood Lumber

We have at present a large and varied assortment of Hardwoods on hand. We will quote with pleasure.

J. S. RICHARDS LUMBER COMPANY

WHOLESALERS

WEST VIRGINIA SPRUCE, N. C. PINE, HARDWOODS, VIRGINIA SAP PINE, CEDAR SHINGLES

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THE MILNE BROTHERS COMPANY

PLAIN OAK CHESTNUT BIRCH

Kiln Dried Hardwoods a Specialty

We are long on Sound Wormy Chestnut all thicknesses; send us your inquiries for special prices.

WELLES BUILDING, NEW YORK

Imitating

CIRCASSIAN WALNUT

is a difficult process when ordinary Gum is used. But with a car of our Arkansas Quartered Red Gum (1" to 4" in special grades) the problem is solved.

The stripes and other features of Circassian are well represented. Our dipping bath, our special piling process and the scientific method we have used in the handling and care of this stock for the past three years, show in every board we ship.

Send for list of users and our circular showing the care and manufacture of this stock.

HAMILTON H. SALMON & CO.
88 Wall Street, New York

WEBSTER LUMBER CO.

SWANTON, VT.

Northern and Southern Hardwoods

We must move Two cars No. 1 Common Brown Ash, bone dry stock

Mills at: Swanton, East Fairfield
Bakersfield and Greensboro, Vt.
and Malone and Newton Falls, N. Y.

CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALNUT

MAHOGANY VENEERS

EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

R. S. CORYELL LUMBER CO.

1206 Firemen's Ins. Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.

Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

Mills:
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Fenwick Lumber Company

Manufacturers

Hemlock, Spruce, Hardwoods

General Offices:
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Wilkesbarre, Pa.

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FOR SALE

54,000′	4-4	poplar 1s and 2s, 7 to 17″.
26,000′	4-4	poplar No. 1 & panel, 18 to 33″.
32,000′	4-4	poplar clear bright saps.
60,000′	4-4	poplar No. 1 Com.
100,000′	4-4	poplar No. 2 Com.
20,000′	4-4	poplar box bds., 13 to 17″.
15,000′	4-4	poplar box bds., 6 to 12″.
28,000′	4-4	quar. poplar 1s and 2s.
80,000′	4-4	quar. poplar No. 1 Com.
32,000′	4-4	quar. poplar No. 2 Com.
50,000′	4-4	plain oak 1s and 2s.
40,000′	4-4	plain oak No. 1 Com.
22,000′	4-4	plain oak No. 2 Com.
100,000′	8-4	sound oak, 10″ & over wide.
37,000′	4-4	wormy oak.
15,000′	4-4	quartered oak 1s and 2s.
12,000′	4-4	quartered oak No. 1 Com.
23,000′	4-4	quartered oak No. 2 Com.
51,000′	4-4	chestnut 1s and 2s.
54,000′	4-4	chestnut No. 1 Com.
430,000′	4-4	chestnut sound wormy.
435,000′	4-4	chestnut No. 3 Com.
80,000′	6-4	chestnut sound wormy.
220,000′	8-4	chestnut sound wormy.
50,000′	4-4	quartered chestnut sound wormy.
60,000′	4-4	birch log run.
80,000′	4-4	basswood log run.
24,000′	4-4	soft maple log run.
26,000′	6-4	hickory log run, 12, 14 and 16′.
22,000′	6-4	hickory log run, 9′.
40,000′	4-4	ash log run.
24,000′	4-4	clear hemlock log run.
30,000′	4-4	beech log run.
15,000′	4-4	butternut log run.
15,000′	4-4	buckeye log run.

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Manufacturers and Wholesalers of All Kinds of

HARDWOODS

"If Anybody Can, We Can"

Franklin Bank Bldg.
PHILADELPHIA

West Virginia Spruce and Hemlock : Long and Short Leaf Pine : Virginia Framing

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Little River Lumber Co. Clearfield Lumber Co., Inc.

Sales Office: 218 FRANKLIN BANK BUILDING, PHILADELPHIA

Send Us Your Inquiries For

4-4 Wide Panel Poplar **Oak Bill Timber** **Hemlock.**

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R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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WE WANT:

Quartered Red and White Oak, all grades, 4-4 to 8-4
4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cyypress
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We want to move —

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WE ARE IN THE MARKET FOR

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4-4, 5-4 and 6-4 Common and Better Red Gum
4-4 and 5-4 Common and Better Sap Gum
4-4 and 5-4 Common and Better Chestnut
4-4 Common and Better Oak

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Land Title Bldg. Philadelphia, Pa.

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FOR SALE

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2 cars 4-4 Com. and Bet. Chestnut
1 car 4-4 Com. and Bet. Qtd. Mountain Oak
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WANTED—Orders for Chestnut Ties, and Red Oak Ties. In position to get out large quantities.

MILLS at Glenray, W. Va. C. & O. R. R.

D. B. CURLL

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If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

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If you have a dry room why not carry a stock of ornamental parquetry borders? They will round out your flooring business. We have exclusive agents in the large cities. Where we have no agents we will quote direct.

If you do not wish to carry stock and will send us rough sketch of room where you wish borders laid we will at once send you estimate of material required. Advise us of thickness of the flooring with which you wish to lay these borders and show us a sample of your grooving and we will make the borders to match.

Send for our handsome new book showing photographs in natural wood colors. We are sure that you can use our goods and add class to your flooring business.

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Can Write Fire Insurance on HARDWOOD for less than the regular agency companies.

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MANUFACTURERS OF

Forman's Famous Flooring

OAK AND MAPLE

Faultless Grades, Perfect Milling, Quick Shipment and Reasonable Prices

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Kiln-Dried Polished

HARDWOOD LUMBER — OAK FLOORING — BOX SHOOKS — CARRIER LUMBER & MFG. CO. SARDIS MISS. — BENT WOODWORK — ROTARY CUT VENEER

Hollow Backed and Bundled

POPLAR BOX BOARDS

100,000' 13" to 17" wide
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PLAIN RED OAK

250,000' 3/4" 1sts and 2nds
200,000' 3/4" No. 1 Common

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WE HAVE FOR IMMEDIATE SHIPMENT

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100,000 feet 3 inch 1st and 2d Clear Red Gum
Bone Dry

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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Coming Association Meetings

NATIONAL ASSOCIATION OF BOX MANUFACTURERS

The twelfth annual meeting of this association will be held at the Gayoso Hotel, Memphis, Tenn., on Wednesday, Thursday and Friday, February 15, 16 and 17.

C. T. Williams, President. E. H. DEFEBAUGH, Secretary.

NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The nineteenth annual meeting of this association will be held on Wednesday and Thursday, March 1 and 2, 1911, at the New Willard Hotel, Washington, D. C.

R. W. HIGBIE, President. E. F. PERRY, Secretary.

General Market Conditions

There has been an active resumption of buying and attempted buying during the last fortnight. Jobbers and wholesale consumers of hardwoods have awakened to the fact that the better grades of all varieties of hardwoods are in exceedingly short supply in first hands, and have commenced a reasonably active campaign to secure stock.

It has been discovered in the Michigan and Wisconsin districts, the sources of supply for maple, birch, basswood, gray elm and beech, that the market is very bare. It has been demonstrated beyond peradventure that unless there is a considerable reduction in maple flooring production for the coming year under that produced in 1910, there is no possible chance of there being enough maple to keep the factories fully supplied with lumber.

The market on the chief varieties of northern hardwoods is very strong, with a tendency of increased values. This is notably true of maple and birch, although the other woods produced there are responding well as necessity has arisen for substitutes.

In the big area of southern hardwood production there is a manifest shortage of plain oak, both red and white, red gum and cottonwood, and poplar stocks are badly broken. During the last few days, tides in the Cumberland, Kentucky and main tributaries of the Ohio river have brought out a considerable run of poplar logs, so that it may be expected there will be additional supplies of poplar lumber available late in the spring. However, there is going to be no overstock of this wood.

While there are fair sized holdings of quarter sawed oak in some localities, the totality does not constitute an overstock. Prices all along the line range very firm.

The cypress people are developing considerable yard trade at the present time through a system of advertising directly to the consumer, and doubtless they will find an outlet for their little surplus in that direction. The cypress trade has lost a large portion of its business in doors and finish during the last few years, but the outlet in other directions will more than compensate for this.

Sap gum is coming into good request and without doubt will soon be as short an item in the market as red gum.

Trade in mahogany and other foreign woods is improving slightly with no change in prices.

The veneer people report a very good volume of business, but prices are still unsatisfactory.

The flooring manufacturers in both oak and maple are having a very good volume of business with a trend of increasing values.

From the fact that building operations are being maintained the country over at even a little higher range than a year ago, it would indicate an equally good demand for hardwoods for finish in this line of distribution as was shown in the early months of 1910.

There has been something of a revolution in furniture buying developed in the recent January sales. Buyers have purchased in only a moderate quantity, and evidently intend to buy from hand to mouth until they can fully determine if sales will warrant heavier purchases. Apparently buyers seem to figure that they are going to let the manufacturer capitalize their business, insofar as they are able for some months to come. The furniture manufacturers are optimistic over the prospects of disposing of a large output, and during the last ten days have become pretty active buyers. The furniture situation is not at all satisfactory to the average manufacturer on account of the attitude of the merchants, but there is every reason to believe there will be a reasonably heavy volume of business and fairly good conditions as the season advances.

The trade in dimension stock, included in which is wagon material, is not particularly active and prices are ranging low. A good many producers of wagon material are seeking orders today at prices that are not very profitable.

There is no change in the handle situation. Undeniably the market is overstocked, and as inevitable with over-production the range of prices is low and unsatisfactory.

As it is a well-known fact that a slight under-production means a firm market and there is no possibility of an over-production in either northern or southern hardwoods, it goes without saying that for at least some time to come the hardwood situation is going to be marked as a seller's market.

FEB 14 1911

A Restraint of Competition

There is a national law which provides severe penalties for combinations acting in restraint of trade, and among the anti-trust cases now up for hearing before the supreme court, pretty nearly the whole industrial organization of the country is on trial. There is probably a manifest justice in the law that prohibits combinations made for the sole purpose of raising prices to consumers beyond a reasonably profitable one, but how far-reaching the ramifications of this law will go, is a debatable question at the present time.

There is a fine distinction between restraint of trade and a logical restraining of unintelligent competition. Leading banks in all cities operate together through a clearing house, and one of the chief factors of clearing house associations is to restrain unprofitable competition. They do this sometimes by open rules and more often by the combined power of the banks upon reckless and unwise practices. A bank that gets into disfavor with its neighbors in the clearing house association can not exist in New York, Chicago or any other leading city. It is absolutely driven out of business. Is a clearing house an organization for the restraint of trade, or for the restraint of unsafe competition; restraint of wild cat methods; restraint of unsafe business? Does such an organization make for the betterment of the stability of the business houses whose funds it handles, or is it a menace to them?

The prime object of all lumber organizations is to restrain unfair and unwise competition among their members. Do these organizations restrain trade, or do they act in restraint of foolish competition?

A leading magazine discusses this problem and avers that to restrain competition is often not at all to restrain trade, but to promote it, and is so clear that hardly anyone thinks of challenging it. Unrestrained competition means nothing short of industrial anarchy.

For months and years there have been scandals promulgated concerning combinations in the lumber industry. The "lumber trust" has been shown as a villainous octopus to the minds of the public by means of vicious editorials and cartoons in the daily press, and still in spite of several exhaustive governmental investigations, there has not been found a scintilla of truth, in the various statements, of the actual existence of a trust in any department of the lumber business.

Nearly every branch of American industry today abounds with various associations of individuals engaged in specific lines of endeavor, and in very few instances has any attempt been made toward trust formation. These associations, and notably in the lumber industry, have been entirely social and educational affairs. In the educational feature, members have been told a great many things about their own business. They have been shown that the average cost-figuring has been erroneous and very much below the actual facts. They have been shown what constitutes legitimate business profits, and while few in the lumber business of late have been able to shape their affairs to accomplish this result, they are still working to that end. There is no lumber trust, but there is an endeavor, through competent organized effort, to eliminate so far as possible unrestrained, unintelligent and demoralizing competition. This is as it should be, and there is little fear of any legislation which shall prohibit such a course of action.

There Is Not

"Now is there, is there, a more welcome sight on the footstool than the man who does his work well, and does it well, because he likes to do it well, because he is proud to do it well, because it is right that he should do it well? No there is not."

Henry B. Fuller

Canadian Reciprocity Treaty

The manager of the National Lumber Manufacturers' Association has written a letter which evidently voices the sentiments of his organization on the subject of the proposed reciprocity arrangement now in progress between the United States and Canada. He alleges that as a summary of the principal articles affected by this arrangement, the amount involved is nearly $50,000,000 per annum, and of this sum, forty-two and a half per cent of the total is involved in forest products.

He contends, therefore, that the lumber industry is asked to carry the greater portion of the load of the diminution of tariff duty, and twice as great in extent as any apparent benefit it is to receive. He argues that the benefit, such as it is, is more apparent than real, as Canada already admits lumber free.

The RECORD never has been in entire sympathy with the prevailing duty on lumber, as it believes that it will not make a Continental cent's difference to the industry whether lumber is on the free list or not. It occurs to the writer that the wise thing to do is to establish reciprocal trade relations not only with Canada but with a good many other countries.

Lumber Export Trade for December

From the advance sheets from the monthly summary of commerce and finance issued by the Department of Commerce and Labor, it is shown that the value of December exports of forest products was $3,777,432, as compared with $2,725,049 in December, 1909. For the twelve months ending with December, 1910, the total forest product value of exports was $41,675,785, as compared with $32,856,078 in 1909. The export values of hardwoods for 1909 were about two and a quarter million dollars more than in 1908, and these figures would demonstrate that in spite of the general complaint over the lumber export business which prevailed during 1910, there was a substantial increase, although it is doubtful if the profits arising from the trade generally are as satisfactory as those secured in the domestic business.

Sales Managers' Conference

At the present writing there is every evidence that the sales managers' conference which will meet at the Auditorium hotel, Chicago, on Thursday, February 23, is going to call out the foremost hardwood sales managers, to the number of more than a hundred, to thrash out the problems that surround the selling situation. There are infinite possibilities in this meeting, and beyond question it will result in the organization of a strong alliance among those responsible for the marketing of a large portion of the hardwoods of the country, and should redound in a great deal of benefit to the trade.

At the instance of the organizers of this movement, early next week, the RECORD will send specific invitations to its entire list of those likely to be interested. In the event that anyone, who has in charge the wholesale marketing of hardwoods, is omitted from the list, it will not be from design. Let it be understood that every hardwood sales manager in the country is invited to be present at this conference, and let it be further known that the deliberations are to be executive and everyone will have an opportunity of voicing his sentiments and proposing measures for the best interests of the trade without being subjected to quotation.

The Recent Hardwood Manufacturers' Meeting

There is certainly virility in a lumber organization which can call out year after year the largest attendance of manufacturers and wholesalers of any similar organization in the country. This is the interest that is manifested in the annual conclave of the Hardwood Manufacturers' Association of the United States. The complete official report of the proceedings of this meeting is incorporated in this number of HARDWOOD RECORD and is well worth the perusal of every hardwood manufacturer, jobber and consumer who was so unfortunate as not to be present to participate in the deliberations.

Retiring President Carrier's annual address was a state paper in hardwood lumber association affairs. He dodged no issue that confronts the trade, and put the association on record as insisting on clarifying and simplifying hardwood transactions by accomplishing a single standard of inspection. He made no contention that the inspection system employed by his association was the only right one, but fully recognized the tenets and merits of others, and stated that the association was ready at any and all times to meet other elements of the trade in a compromise measure that should redound to the best interests of the industry.

Those who know the newly-elected president, W. B. Townsend, the first vice-president, W. E. Delaney, and the second vice-president, C. L. Ritter, will know that the work, which has been carried on under the administration of Ex-president Carrier, will be continued in exactly the same line of endeavor.

Stumpage Versus Lumber Values

The RECORD has a communication from a foremost Michigan manufacturer in which he analyzes the proposition that is well known to the average hardwood manufacturer, i. e., that stumpage values during the last fifteen years have increased much faster than lumber selling prices. He submits the analysis, which follows, and which is but very little out of line of the actual facts.

Date—	Timber lands per acre	Stumpage per thousand ft.	Logs per thousand ft.	Log run lumber
1895	$ 5.00 to $ 8.00	$ .50 to $1.00	$ 3.00	$10.00
1896	8.00	1.00	4.00	11.00
1897	10.00	1.00 to 2.00	4.00	11.00
1898	12.00	2.00	5.00	12.00
1899	15.00	2.50	5.00	12.00
1900	15.00	2.50	6.00	12.00
1901	15.00	2.50	6.00	12.00
1902	15.00	2.50	6.00	12.00
1903	17.50	2.50	6.00	12.50
1904	20.00	3.00	7.00	13.00
1905	25.00	3.00	8.00	13.00
1906	35.00	4.00	8.00	15.00
1907	50.00	5.00	9.00	17.00
1908	60.00	5.00	10.00	17.00
1909	75.00 to 80.00	7.00	12.00	18.00
1910	100.00	9.00	14.00	22.50

This scale of timber land values refers to the upper portion of the lower peninsula of Michigan. It is a well known fact that within the last year considerable hardwood timber lands have changed hands in this section at prices ranging from $93 to $100 per acre.

In this analysis, what is true of a paucity of advance in lumber values is equally true in veneer production, handle making, hardwood flooring and many other lines of forest products.

Right now from the fact that the larger proportion of good hardwood stumpage in the lower peninsula of Michigan is held by a very few concerns which are financially strong and capable, and moreover it being taken into consideration that there is no possible chance of overstocking the market, it would look as though it were possible to readjust lumber values in proportion to stumpage values. Today the margin between current value of logs and of lumber leaves the average manufacturer with a very narrow margin of profit.

The few manufacturers in Michigan, who have made no considerable profit for some years, have been those who have been cutting timber from old purchases, which in reality has shown no better manufacturing profit than would stumpage bought as they used it, since stumpage should be charged to the sawmill at its current value. The comparatively few concerns who have engaged in the manufacture of flooring and by-products from forest refuse, undeniably have made some money. Probably the people who have made the largest actual profits are those who have carefully utilized their woods waste. There is a long list of by-products secured today by some Michigan manufacturers, which involves wood alcohol, charcoal, acetate of lime, turpentine, tar, embalming fluid, wood-filler, wood-stains, face lotion, surgical dressing, tree spray, sheep dip and disinfectants. These sundry items of production generally do not appeal to the average lumber manufacturer.

Heretofore he has never been obliged to go into side lines of trade evolved by "high brows," as he has been able to make satisfactory profits without their aid. It is pretty hard for him to contemplate that to continue to make money in the manufacture of lumber at present stumpage values, he must produce "sheep dip and disinfectants" as a side line.

Call for Conference Hardwood Lumber Sales Managers

Believing that a conference of those having in charge the marketing of hardwoods would be of manifest advantage to lumber sales managers, the undersigned subscribe their names to a call for a meeting of all interested in the wholesale marketing of hardwood lumber to be held at the Auditorium Hotel, Chicago, on Thursday, February 23, 1911, at 10 a. m.

The objects of this meeting are:

First: To perfect either a temporary or permanent hardwood sales managers' association.

Second: To adopt a logical set of rules covering trade ethics under which buying and selling transactions may be conducted on a uniform basis.

Third: To agree on terms of sale.

Fourth: To get at a systematic way of handling the work of traveling salesmen.

Fifth: Discussion of methods of exploitation and advertising.

Sixth: To make plans for exchange of credit information.

Seventh: To work out a uniform plan covering lumber weights; uniform forms for making claims; analyzing loading rules and classifications; forms for the tracing of shipments and other matters pertaining to shipments.

Eighth: And all other matters pertaining to the marketing of hardwoods that shall appeal to anyone as pertinent and valuable to the trade.

It is understood that this conference is to be executive in character, and that no portion of the proceedings will be released for publication save as authorized by the convention through its secretary.

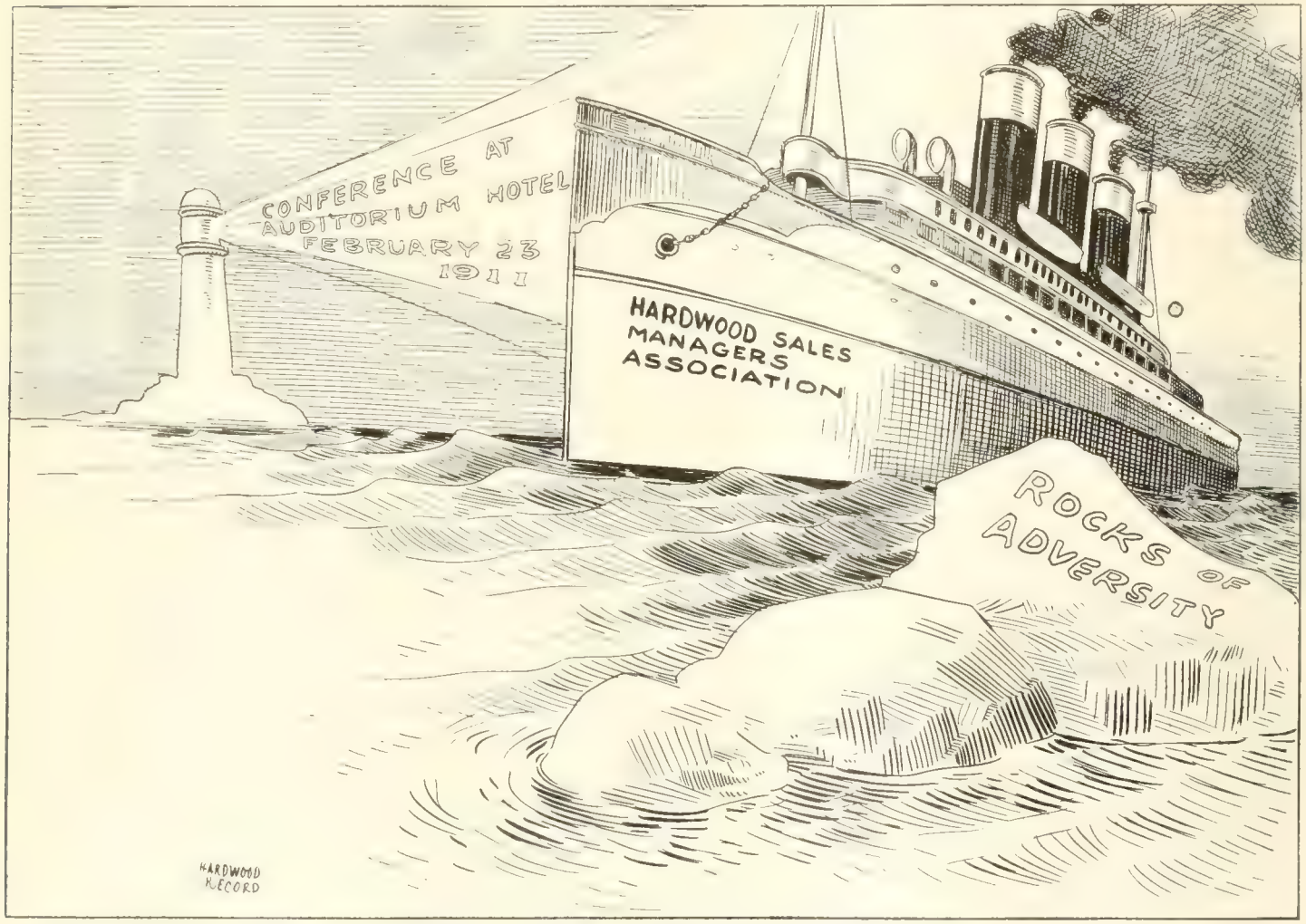
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T. R. Le Sueur, W. J. Cude Land & Lumber Company, Nashville, Tenn.
W. H. Greble, Three States Lumber Company, Memphis, Tenn.
C. L. Harrison, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.
C. E. Ingalls, C. L. Willey, Chicago, Ill.
J. W. Mayhew, W. M. Ritter Lumber Company, Columbus, O.
F. J. Roys, Fullerton-Powell Hardwood Lumber Company, South Bend, Ind.
H. S. Hayden, Hayden & Westcott Lumber Company, Chicago, Ill.
J. Gibson McIlvain, Jr., J. Gibson McIlvain & Co., Philadelphia, Pa.
A. G. Fritchey, Lamb-Fish Lumber Company, Charleston, Miss.
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W. B. Earle, Wisconsin Land & Lumber Company, Hermansville, Mich.
W. D. Young, W. D. Young & Co., Bay City, Mich.
L. W. Crow, Mears-Slayton Lumber Company, Chicago, Ill.
E. A. Lang, Paepcke-Leicht Lumber Company, Chicago, Ill.
F. M. Mowbray, Mowbray & Robinson, Cincinnati, O.
F. B. Robertson, Anderson-Tully Co., Memphis, Tenn.
George D. Burgess, Russe & Burgess, Memphis, Tenn.
Van B. Perrine, Perrine-Armstrong Company, Fort Wayne, Ind.
Thomas W. Fry, Charles F. Luehrmann Hardwood Lumber Company, St. Louis, Mo.
A. P. Steele, Carrier Lumber & Manufacturing Company, Sardis, Miss.
J. J. Linehan, Linehan Lumber Company, Pittsburg, Pa.
T. S. Estabrook, Estabrook-Skeele Lumber Company, Chicago, Ill.
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What Others Think

You remember the error you made that day
When you tried to be smart in a fool-boy way?
You blush like a flame as your thoughts recall
The donkey you made of yourself, and all
The ridicule heaped on your silly head.
But be mindful of this—it will ease your dread:
Nobody thought of it much, but you.
Other folk turned to the next thing new.
Each who observed you had done as bad
Once in his life, at the least, my lad.
Every heart holds its own sprig of rue.
Nobody thinks of you much, but you.
You remember the triumph you had one day
When your rivals went down in a friendly fray.
You remember the cheers from a hundred throats—
They were sweeter to you than a song-bird's notes.
You were proud of yourself, and you tremble still
As you think once again of that one-time thrill.
Nobody thought of it much, but you;
Swiftly all sought a sensation new.
Lightly they joined in the cheap applause.
Treasured their joy but forgot its cause.
All of the rest have had triumphs, too—
Nobody thought of you much, but you.
It's a lonesome old world in a way, my boy;
For none other drinks deep of your grief or joy.
Be your cup sweet or bitter, you quaff alone;
Nobody remembers your laugh or moan.
Your wail or your song is a common thing
That accords with the rest as they sigh or sing.
Nobody thinks of you much, but you.
Isn't that just as it should be, too?
Earth's but a speck in the boundless skies—
Measure your girth with old earth, in size!
Isn't it, then, just about your due,
That no one should think of you much, but you?

Hardwood Sales Managers Conference



May the ship make port all right.

St. Valentine

What ho! St. Valentine. What ho!
New sorrows you foresee.
The suffragettes a-marching go
With angry placards in a row!
This is no place for thee.

The housewives with suspicion scan
The bills that butchers send.
The wages of the average man
Don't fit a matrimonial plan
When prices upward trend.

The arguments grow so intense
That courtship's charms are few
'Mid speech on suffrage and expense,
Go hence, St. Valentine, go hence!
This is no place for you!

Not for Him

Figg—"Don't you wish you could live your life over again?"

Fogg—"Well, I should say not. I've got a twenty-year endowment policy maturing this month."—Boston Evening Transcript.

The average man doesn't think he is better than other men; he merely thinks they are worse than he is.

With a Proviso

"Ma, may I wear a hobble skirt?"
"Yes, yes, you little mouse;
Go have one made, and put it on,
But don't—you leave—this house."

A Valentine Sequel

The sad career is now rehearsed
Of yonder youth with wrinkled brow.
He paid her compliments at first,
He owes her alimony now.

Have you put your New Year's resolutions in cold storage yet?

OFFICIAL REPORT

—OF THE—

NINTH ANNUAL CONVENTION

—OF THE—

HARDWOOD MANUFACTURERS' ASSOCIATION

OF THE UNITED STATES

Held at Cincinnati, O., January Thirty-One and February One, Nineteen Hundred and Eleven.



WILSON B. TOWNSEND, President



W. J. DELANEY, CINCINNATI, O., FIRST VICE-PRESIDENT



C. L. RITTER, HUNTINGTON, W. VA., SECOND VICE-PRESIDENT



C. M. CRAWFORD, COAL GROVE, O., TREASURER

The ninth annual convention of the Hardwood Manufacturers' Association of the United States was held at the Sinton Hotel, Cincinnati, Ohio, Tuesday and Wednesday, January 31 and February 1, 1911.

MORNING SESSION, JANUARY 31

The opening session was called to order in the convention hall of the Sinton Hotel at 11 o'clock a. m., President R. M. Carrier in the chair, and Secretary Lewis Doster recording.

President Carrier: Gentlemen of the convention, we are doubly honored today, first in being able to meet here in Cincinnati; and second, in being welcomed by the honorable mayor of this city, Dr. Louis Schwab, whom I have the pleasure to introduce to you.

Address of Welcome by Dr. Louis Schwab

Mr. President, ladies and gentlemen, your president recalls the fact that you met in our city about a year ago; and I was of the impression that it was then my privilege and pleasure to look into your faces and try to creep into your hearts and become part of your affections; but he told me that I was not the man that welcomed you at that time, but it was the vice-mayor. I perhaps had in mind a lumber convention of some other brand than yours. It seems that your interests are divided and sub-divided into various classifications just like all other organizations are. But just the same I want to say that I am glad to be permitted to be with you this morning, and to see such an interest manifested in the business which calls you together.

Unhappily I am not fortified this morning with an address such as I see your president has in store for you; so that whatever shortcomings you may notice in me I feel quite sure will be made up when you hear from him. [Applause.]

You are interested in the hardwood manufacture. A few days ago I inquired of Mr. Dulweber, who is one of our townsmen, what hardwood manufacture meant, and found that it did not mean the manufacture of wares, of which hardwood is a component part, as I had judged that it meant. He told me that that was not correct, but that you dealt largely with the working up of the timber. But I think that everybody is interested in woods of every variety, because if I understand it, one of the purposes of your convention, and that which brings you together, is to classify these various timbers into their relative values, and that in that classification it turns out that what possibly was considered high-grade lumber in years gone by, and what was then considered common, will now probably have to shift positions. [Applause, and a voice, "He is a lumberman, sure."] And I suppose that that largely is because of the scarcity of the article, so that the price of the ordinary may be brought up to what the price of the extraordinary was in times gone by. [Applause.]

There is nothing that seems so sad to contemplate as the remarkable destruction of our forests, and I know that probably this interests you more than it does the ordinary individual who has but a superficial idea of the magnitude of this great interest. During the past summer while in Michigan I stood amazed before a great conflagration which destroyed a mill that was right out in the woods on a little stream that connected two lakes. It took fire about noontime. Roundabout there were piles and piles and piles of newly cut maple, and the extent of the destruction there seemed pitiful away off in that little isolated village, which was without any protection against the ravages of fire, so that in the course of half a day there was destroyed upwards, I think, of three million feet of splendid timber. Now that was pitiful enough, because it had already been prepared for market; but what are we to think of the vast destruction of timber that occurs in the uncut condition in which you perhaps are vastly more interested than any one else?

What your real purpose in coming together outside of the immediate business in hand of course is with you. You come here, I suppose, to increase your friendly relations with each other. You come here to grasp each other by the hand; you come here to get better acquainted with each other; you come to a city in which I have always had a sort of selfish idea that you could enjoy yourselves in immeasurable ways better than in almost any other place on this beautiful and habitable globe of ours. [Applause.]

When I was a young man—and I am reminded of the fact that time is passing on—when my friend Kline, who used to be a Cincinnatian and has now wandered away to what we call one of the suburbs of Cincinnati, Louisville, came up and greeted me as cordially as he did thirty years ago—I say, when I was a young man I studied a little botany—just a little—just enough you know to make a man feel as though he would like to study some more; and I have often regretted that the privilege was not given to me to take in more, because if there is anything under the shining sun that seems to be comforting it is to go out into the woods and become acquainted with the trees that we meet, or to go out into the fields and become acquainted with the flowers that we meet, and the great forests of our country, so beautiful in all their varied foliage, can only be appreciated by one who knows something about this peculiar vegetable kingdom. I do not know how much knowledge of that sort you interlace with your work.

There must have been a time long before man came to the earth when this was one great vast forest, and this country perhaps was richer in forestry than any other place on the globe. We know that this must have been so because of some of the ancient trees that have been found, and because of the limitless coal fields that are still in existence. So how pleasant it is for us to contemplate our trees after a little more intimate knowledge of them through a study of the science which deals with them. As I met the various men this morning with whom I had some little acquaintance before, I could feel the influence of the jolly feeling pervading every one of them. Each one seemed to have a heartier handshake than the other. When I saw that great, big, good-natured, whole-souled, full-jeweled, rubber-tired lumberman of ours, Colonel Crane, who has the great lumber yards in the East end, I thought I was at home, you know, because if your Lumbermen's Club here is made up of that kind of stuff I do not think that you can go very far wrong when you get together. [Applause.] Just like trees which you have, so is this remarkable man, all on the outside; whatever there may be he just carries his heart where everybody can look at it. [Applause.]

I understand from some one that Cincinnati is one of the largest lumber centers in the country. Now how singular it is that we sometimes are indifferent to the reputation which our city enjoys with those who live outside of it. I was proud to learn of that fact. When I look at the great lumber plants that we see along our rivers, I can understand that we have not lost out in this important interest.

Perhaps you may come also for the purpose, and perhaps it may be apropos to this convention to study up the recent tariff conditions that have thrilled the country, this reciprocity the president seeks to establish between Canada and ourselves. How much that will affect your delibera-



LEWIS DOSTER, CINCINNATI, O., SECRETARY



R. M. CARRIER, SARDIS, MISS., RETIRING PRESIDENT



J. H. HIMMELBERGER, MOREHOUSE, MO., MEMBER EXECUTIVE BOARD

tions I will be exceedingly interested to know. If there are to be any debates at which that question will be up, will you kindly notify the mayor of the time and the hour, in order that he may be a listener, instead of being listened to? [Applause.]

Now, Mr. President, I am not going to weary you with any ill-timed remarks, because while your address is splendidly studied out, mine necessarily must be general. I see just a few of the ladies present today. I wish that you might have brought more of them with you. You know that I sort of think when you take the ladies along you are just a little wee bit safer. I would feel worried about their absence if it were not for the fact that we have such a splendid moral city. [Applause.] I know there are no pitfalls here as to which I need warn you. It goes without saying that if the mayor can, by any special petition on your part, accord you greater protection if you find it necessary, all you have to do is to tap a wire, and it will go without any further signal.

Now, get together, and have a pleasant time. Let your business interests just draw out of you all the energies of your minds and all the better attainments of your soul. Go into your own work, which must be important, otherwise it would not have called you from the South, the North, the East and the West in this splendid gathering of still more splendid men. That your stay in our city may be fruitful; that it will be pleasant; that it will be agreeable enough to induce you to come many more times to visit us, will be the wish of no one so much as the mayor of Cincinnati. Let me, therefore, on behalf of the nearly four hundred thousand of the best people in the world whose homes are here, bid you welcome, nay, thrice welcome to Cincinnati—our Happy Home. [Applause.]

President Carrier: Gentlemen of the convention, we have with us this morning an old friend a friend of all of us Mr. C. S. Walker, the president of the Cincinnati Lumbermen's Club, who will welcome you in behalf of that organization. [Applause

Address of Welcome by C. S. Walker

Mr. President and gentlemen: If the mayor had come prepared, what do you suppose you would have heard? [Applause.]

I appear before you in behalf of the Lumbermen's Club of Cincinnati to deliver an address of welcome. To make an address properly requires an orator, a smooth and easy talker, such as our beloved and honored mayor. To call upon me to make such an address reminds me of an old story of the mongoose, which perhaps five or ten of you have not heard. A very curious man traveling on a railroad car saw that his fellow-passenger had a queer-looking basket, and he could not resist the temptation of asking what the basket contained. The answer was:

"A mongoose."

"A mongoose? Pray what is a mongoose?"

"Why, a mongoose is a very useful animal that eats snakes."

"What in the world are you going to do with a mongoose in this country?"

"I am taking it to my brother-in-law who is a very hard drinker, and constantly sees all sorts of snakes."

"But those are not real snakes?"

"No, and this is not a real mongoose." [Laughter.]

So this is not a real address, but it will be a real heartfelt and cordial welcome.

Mayor Schwab has welcomed you to Cincinnati, with its four hundred thousand people. He said everything that could be said in its favor, and then when he was almost through with the recital of its other merits, he hesitatingly mentioned that this was the greatest hardwood market in the world. I feel that that fact, if no other, would make it one of the greatest honors that I have been given the privilege of addressing you. Mighty glad we are to see you back home again in this greatest hardwood market of the world, because we feel that you are a part of us and also because this great and powerful association is working on the same lines as our local club, with the high aim and purpose of eliminating and correcting any illegitimate practices that may have grown up in the lumber trade. [Applause.] You have declared for a square deal, and we are with you heart and soul. [Applause.]

This I know, because at repeated meetings of our club, composed of over sixty of the leading and foremost corporations in the lumber trade of Cincinnati, they have unanimously declared that they believe that honesty in trade is not only good morals but good business; and we have determined to put forth every effort to make this an absolutely fair market, and to keep it such.

Gentlemen, I can only say to you how very glad we are to see you back. We are so glad that we hope from the bottom of our hearts that you will come every year.

President Carrier: On behalf of the association Mr. W. B. Townsend will respond to the addresses of welcome by the mayor of Cincinnati and Mr. Walker. [Applause.]

Response to Addresses of Welcome by W. B. Townsend

Mr. President and gentlemen of the convention, you know there is no reason why a representative of the Hardwood Manufacturers' Association of the United States should not occupy just as important a position as those welcoming this association, so far as the pedestal on which he stands is concerned (suiting the words to the action, the speaker came to the front of the stage).

I am embarrassed, as you see, but yet I am comforted, too. I was comforted when I was sitting there in the audience and looked up into the kindly face of his Honor, the mayor. I thought to myself, if I am brought before that man I won't suffer much! [Applause.] I will take my chances. And then our Brother Walker here, who, as I understand it, is the chairman and representative of the Lumbermen's Club of the city of Cincinnati, has, as one of his chief duties, the supplying of bonds whenever it becomes necessary. [Laughter.]

Now then your Honor (addressing Mayor Schwab), we are all lumbermen; we are not orators, we are not even public speakers; but we appreciate your welcome more than we can tell, and we do not wonder that Cincinnati, a city of four hundred thousand elegant people, should have been selected as the place of this meeting.

We admire Cincinnati on account of her achievements. I have thought kindly of Cincinnati from the days of my early boyhood. I can look back and remember many years ago when I could first spell the word, I went home to my mother that night from the "little red school house," and was as proud as I have ever been at any time since because I could spell the name "Cincinnati." [Laughter.] In my later and more sober years I realized that Cincinnati is a city of wonderful achievements. Perhaps no other city on this or any other continent ever builded a system of railway to command a market all by herself; not only that, but in that same connection I noticed that just the other day a link had been perfected connecting this splendid city with a very important southern Atlantic seaboard port, bringing as it does this vast industrial,



W. A. GILCHRIST, MEMPHIS, TENN., MEMBER EXECUTIVE BOARD



CLINTON CRANE, CINCINNATI, O., MEMBER EXECUTIVE BOARD



JOHN W. LOVE, NASHVILLE, TENN., MEMBER EXECUTIVE BOARD

commercial and manufacturing zone of which this city is the metropolis, and the center, into direct connection with the vast expanse of the Atlantic ocean, where she can compete with the world. Hence, even if it should turn out, gentlemen, and especially you gentlemen of Cincinnati, that the fourth section of that much condemned act of last June, intended to regulate commerce, should become effective, it will have little if any effect as to whether the long or short clause is literally construed so far as it may affect the commercial progress of Cincinnati, for it will have less effect upon it than upon any other city in the world.

The mayor expressed a most natural query that arose in his grand noble and fertile mind as to why we met here. Well, now, to my mind that is a pertinent question, to which some one might reply that it is because Clint Crane lives here. There is no doubt but what Mr. Crane's living here had a great deal to do with it. I heard another man say that it was because Lewis Doster's sweetheart lives here; and another gentleman not far away said quickly, "Which one?" I heard still another say, "It is because Bill DeLaney wanted it here, for he does not want to go away from home so soon after the dividend period until he can become accustomed to carrying so much money around."

These and similar reasons may largely account for this convention having been held here. But why should it not be held here? Geographically it has the advantage of perhaps any city within the territory of the organization because of the magnificent characters of the representatives of the lumber trade who are in business here. Its geographical advantages added to their attractions is a sufficient reason to my mind why we should meet here, because they stand for the "square deal." The lumbermen of Cincinnati as a rule are prompt paying. [Applause.] They do not kick; they do not make unjust claims [Applause], and these good qualities make them eligible to a preferred place in the affections and the hearts of all manufacturers of hardwood. [Applause.]

And not only that, gentlemen; the convention met here in 1903, 1904, 1908 and 1910, together with the semi-annual meeting in 1903, at every one of which meetings the membership of this association was very materially increased.

Now, gentlemen, I am not going to detain you at all; in fact, the president said he called on me because he knew I would be brief.

There is just one matter further that I want to refer to seriously now. There seems to be a sudden awakening on the part of the business men throughout the world—throughout this country especially—to the fact that this is the psychological moment when they should take a deep interest in the important questions that have heretofore been left to the self-seeking demagogue and to the equally self-seeking muck-raker. They feel that the time is now ripe, and should have been long ago, for them to take an active part in all these important questions. Hence we are delighted in this organization to know and to appreciate the fact that a city like Cincinnati, a metropolis as it is, and enjoying the care and guidance of its estimable mayor, so long as this condition of affairs continues, we can anticipate no danger so far as Cincinnati is concerned, or the hardwood manufacturers of the United States, but that all our conditions will remain reasonably just and fair, and that we will not be governed and hammered down by the demagogue and the muck-raker and all which that implies. If their machinations were allowed to continue, the souphouse would take the place of the factory and the auction-room the place of the savings bank.

But if the business men continue to interest themselves with these important questions no such calamity will happen. So let us all continue to "boost" and the world will boost with us; let us knock not, lest we knock alone.

Mr. Walker: Gentlemen, all visiting members and their friends are invited to attend a smoker this evening in this hall at eight o'clock, as guests of the Lumbermen's Club of Cincinnati. [Applause.]

President Carter then delivered his address, as follows:

PRESIDENT'S ADDRESS

Gentlemen: This is the tenth year of our association, and it has been one of unusual progress, both in efficiency in its work and increase in membership.

The hardwood lumber industry ranks very prominently in the commercial world, but there are a number of abuses existing in the methods of merchandising our products that should be remedied. When we compare our industry with others of equal prominence, we are impressed with the lack of control of problems of vital interest to us, and if the hardwood lumber people expect to realize the maximum results from their operations they must awaken to the importance of following more progressive methods in their business than they have in the past.

Statistics published by the government and verified by our association show an alarming decrease in the hardwood timber supply, which necessarily means constantly increasing values of stumpage, with little hope of practical reforestation—a condition, the gravity of which must be recognized by every operator.

With these thoughts in mind, it is my purpose to touch upon a number of points that seem pertinent and vital to our best interests, and which, it is hoped, may awaken those interested to a better understanding of the situation, and lead to the inauguration of more advanced methods.

In my judgment one of the most important problems in connection with our business is the subject of grading hardwood lumber, one in which the producer, wholesaler and consumer are all interested and in the solution of which all must participate and co-operate. The existence of more than one grading rule presents the opportunity for the mixing and substitution of grades, not because of any great apparent variation in the rules, but because of the confusion caused by the very existence of more than one rule. The producing and wholesaling elements have been blamed for the manipulation of grades, and there is no question that each branch has indulged in these practices to a considerable extent. However, they are not entirely responsible for these transactions, but have been forced into it, in many instances, by the purchasing element. By such methods the consumers encourage and keep alive these practices, either through ignorance or a desire to purchase below the market. Apparently many of them do not realize the importance of buying standard grades, which have standard values. Any other practice results disastrously to all concerned.

There are purchasers of lumber who are absolutely ignorant of what a grade of lumber is, and many of them employ inspectors equally as ignorant. An incompetent inspector, as every well-informed lumberman knows, is an expensive luxury at any price. If the users of lumber would familiarize themselves with the rules, employ competent inspectors, buy standard grades and insist upon getting them, they would then know exactly what they were receiving, and they would also assist in overcoming these evil conditions that confuse and force them to work



GEORGE E. W. LUEHRMANN, ST. LOUIS, MO., MEMBER EXECUTIVE BOARD



A. B. RANSOM, NASHVILLE, TENN., MEMBER EXECUTIVE BOARD



W. M. RITTER, COLUMBUS, O., MEMBER EXECUTIVE BOARD

in the dark. They would find that in many instances they had been receiving a large percentage of lumber below grade, and at a cost much in excess of what they would have been obliged to pay if they had purchased standard grades at standard prices in the first place. If the consumer can use a variety of grades it is much more economical to purchase standard grades and do his own mixing.

The buyers for some of the large consuming institutions who pride themselves upon their ability to purchase below the market should be shown the results of these evil practices. With them it is not a question of grade but one of price, and the fact that their superiors do not know the actual grade of lumber received enables them to present an enviable record for their office in the matter of prices. The effect in the end is the same as in the case of the ignorant buyer. If these buyers purchased standard grades of lumber such as their firms required they could make at the end of the year a much better showing than under present methods. The instances cited are of common everyday occurrence, but they do not apply to all consumers, many of whom are thoroughly informed with respect to grades and buy in an intelligent manner. There is a sufficient number of those who are not informed, however, to keep up a continual disturbance in the market. I think I am right in the statement that when you find a consumer or a yard man who is well informed as to the grades of lumber, one who buys standard grades and sees that he gets them, you will generally find a successfully conducted business. Who loses and who gains, as a result of certain practices of the trade in the marketing of lumber? Investigation discloses many instances of unbusinesslike practices of which the following are the most common:

First. A carload containing over 30 per cent common, balance firsts and seconds, shipped and invoiced as such, on being resold is invoiced as all firsts and seconds.

Second. Many instances come to light wherein the number of feet originally invoiced is raised before it is received by the final buyer.

Third. The purchase of common and resold for selects and selected common.

Fourth. The purchase of selects and sold for firsts and seconds.

Fifth. The purchase of straight cars of one grade and sold for the next higher grade in solid bulk.

It would appear, therefore, that if the executive officers of some of the consuming organizations would give the purchasing end of their business as careful attention as they do the selling end they might discover something which would be an unpleasant surprise, and in the end profitable. It can be set down that the shipper who practices such irregularities usually meets with misfortune; on the other hand, the class of trade who do not use such methods are usually successful. Impositions such as I have enumerated practiced upon the intelligent buyer, who has a right to expect value received, have been so frequent and so flagrant as to cause the purchaser in numerous cases to lose faith in the entire trade. The consumer is awakening to a better understanding of conditions, but we cannot hope to eliminate bad practices all at once. It must come gradually, and if we put our best efforts forward and work in unison we will place the industry on a higher plane. No one is capable, by simply reading a set of grading rules, to judge as to what lumber he would actually receive, but only the application of the rules to the lumber itself will show the boards that will go into a given grade and the boards that would be laid out. The purchaser has generally given too little thought to the matter of inspection. He sees a book of rules, picks out what appeals to him as some slight flaw, and immediately condemns the whole.

In placing before you the actual facts I have been guided by a knowledge of conditions as they exist. Our organization has been working along strenuous lines to bring about the best results in every department of the trade, and if we are to cure the evils that now exist we must continue to work vigorously along scientific and educational lines, both at points of production and consumption.

Your association, through its officers and committees, has, during the past, entered into an agreement with one of the most intelligent bodies of organized lumbermen representing the eastern territory, wherein a third set of grading rules was in operation. After several conferences an agreement was reached whereby this association was able to combine those rules with our own, which we published and which became effective June 1, 1910. The results of this conference point significantly to the general tendency and widespread desire of all sections of the country to unite upon a single standard. This now leaves practically two grading rules in the field, and it seems to me that men with sufficient knowledge to run any branch of the lumber business, and actuated by other than the most selfish motives, should be able to get together and wipe out the apparently slight differences that exist between the two present standards of grading. When this is done, as it is certain to be eventually, there is not a question that most of the troubles of the hardwood trade will have been overcome, and we will then be able to give more attention to other branches of our business, insuring better financial returns and enabling us to give better service to our customers. This association has expended a matter of over $300,000 chiefly for the purpose of standardizing inspection rules, and although this outlay has brought excellent returns, we must not be content with results already accomplished. We should now concentrate every effort to the end, that a single standard may be adopted. Our association has accomplished some truly gratifying results and has made every effort in the past to bring this about, but up to the present time we have not been able to obtain the desired results. The policy of this association has always been one of willingness to meet every condition that would bring this about, and in spite of adverse criticisms for the lack of results there has never been any instance wherein any representative of this association has not acted in good faith. We have always stood ready, and we stand ready now, to meet upon a common ground, in a spirit of fairness, with the sole object of agreeing upon one standard of inspection, and which work should be pushed to a speedy and satisfactory conclusion.

I have yet to hear any man express disapproval of a single standard, but many are indifferent to the importance of it, and are unwilling to lend their moral support and influence toward bringing it about. Much of this no doubt is due to a spirit of rivalry between the different organizations, and an unwillingness to look squarely at the issue from a broad-minded point of view. I sincerely hope that the better element in the hardwood lumber industry will join their forces and their energies in the direction of accomplishing a single standard, which move on their part will force the unwilling element to discontinue practices which have done so much to demoralize the trade.

There may be conditions affecting the various sections of the country that will require study and consideration. Problems confronting the Northern territory, embracing Michigan and Wisconsin, may require methods of solution differing from those which would apply to the



R. H. VANSANT, ASHLAND, KY., MEMBER EXECUTIVE BOARD



WM. WILMS, CHICAGO, ILL., MEMBER EXECUTIVE BOARD



F. P. FEE, LITTLE ROCK, ARK., MEMBER EXECUTIVE BOARD

Southern territory. With proper co-operation these can be met with and treated as conditions warrant.

Before closing I want to congratulate the members of this association upon the generally satisfactory conditions which have prevailed in the hardwood trade, in spite of the long period of depression. In a number of instances values have advanced, and, with one or two exceptions, there has been no decided accumulation of stocks. At the present time there is a line of broken stocks in the hands of the producers, and with an increasing demand values will steadily advance.

It is chiefly through information the members receive from this association that enables them to keep in touch with conditions and advanced methods.

In retiring as president of your association, I want to thank you for the hearty co-operation I have had from all of its officers, members, and our valued secretary, which has made the hard work a pleasure. My retirement as president, however, does not mean that my interest in the work will be in any wise diminished. We have an organization founded upon sound principles, and in which any man ought to be proud of the opportunity to work in the ranks. It has withstood many adversities, and is stronger today than ever before. We have accomplished much, our future is assured, but there is yet much to do.

There is neither logic, common sense nor honesty in more than one set of grading rules, and the man who will not lend his influence and his best efforts to the unification of the present double standard is a positive detriment to the trade, and a stumbling block in the path leading to a higher plane in the morals of the hardwood industry. It is the duty of each and every member of the association to do all in his power to bring about the adoption of a single standard of grading for hardwood lumber.

At the conclusion of President Carrier's address, which was attentively listened to, a flashlight photograph was taken of the convention, after which Secretary Doster read the following telegram of greeting from the Lumbermen's Club of St. Louis:

Communication Read Before the Convention

ST. LOUIS, MO., Jan. 30, 1911.

Hardwood Manufacturers' Association, Cincinnati, Ohio.

The Lumbermen's Club of St. Louis sends greetings, hoping that your 1911 annual may prove to be the most pleasant and profitable session in the history of your organization; that all your members, wherever fate, in her charity, may have anchored them, if outside of St. Louis condoines [illegible] may know peace, happiness and prosperity the [illegible]

THE LUMBERMEN'S CLUB OF ST. LOUIS.
JOHN B. KESSELL, Secretary.

The foregoing concluded the courtesies of the morning, and the convention now went into its regular business program.

On motion the roll-call was dispensed with, there being far more than a quorum present.

On motion the reading of the minutes of the last meeting was dispensed with.

The next item of business being enrollment of new members, brought forth a request from Secretary Doster that all visitors and others who had not registered previously would kindly do so at the secretary's headquarters in the hotel.

The chair called for the report of the secretary-treasurer.

Secretary Doster: I have had presented to me the auditor's report, together with a statement from the treasurer of the association, regarding the finances, as follows:

REPORT OF AUDITOR

Cincinnati, Ohio, January 31, 1911.

Mr. R. M. Carrier, President Hardwood Manufacturers' Association of the United States, Cincinnati, Ohio.

Dear Sir: In accordance with your instructions, I am carefully auditing the books of the Hardwood Manufacturers' Association of the United States, and report the same in perfect condition as far as I have gone. The books will be closed January 31, 1911, and financial statement rendered you accordingly. Respectfully submitted.

L. M. CHEELY, Auditor.

REPORT OF TREASURER

The books being closed by your auditing department today, the conditions of the association's finances will be placed before you, as well as to your Executive Board and financial committees, who take charge of all those details.

Cash on hand January 31, 1910	$ 645.01	
Cash received from Secretary's Office from January 31, 1910, to January 30, 1911	47,917.62	48,562.63
Vouchers paid out from Series J No. 294 to J No. 1503		$48,510.21
Cash on hand January 30, 1911		$52.42

Respectfully submitted,

C. M. CRAWFORD, Treasurer.

Secretary Doster: The financial statement of the treasurer is awaiting the final closing of the books by the auditor, the result of which will be presented to the financial committee as soon as the papers appear from the main office.

Secretary Doster submitted and read his annual report, as follows:

SECRETARY'S REPORT

It is deemed [illegible] to us that it might be interesting to our members to have access to them mind the places and dates at which our former annual meetings have been held, showing the number of members on the association roster on each occasion, as follows:

Former Annual Meeting Places

Organization meeting, June 2, 1902, Louisville, Ky., 42 members.
First annual meeting, January, 1903, Cincinnati, 145 members.
Second annual meeting, January, 1904, Cincinnati, 195 members.
Third annual meeting, January, 1905, Nashville, 210 members.
Fourth annual meeting, January, 1906, Louisville, 250 members.
Fifth annual meeting, January, 1907, Memphis, 275 members.
Sixth annual meeting, January, 1908, Cincinnati, 300 members.
Seventh annual meeting, January, 1909, Louisville, 320 members.
Eighth annual meeting, January, 1910, Cincinnati, 350 members.
Ninth annual meeting, January, 1911, Cincinnati, 368 members.



D. P. MANN, MARKED TREE, ARKANSAS VICE-PRESIDENT



WM. MOORE, HOOPESTON, ILLINOIS VICE PRESIDENT



C. H. KRAMER, RICHMOND, INDIANA VICE-PRESIDENT

Production of Hardwoods by the Members

	Feet.
Amount of lumber shipped by our members in 1910	659,022,000
Amount of lumber inspected on complaint	6,324,127

You will note that the amount inspected by our official inspectors on complaint represents a very small percentage of total shipments. The claim has been made that only a very small amount of lumber comparatively was shipped into the markets sold on our official grading rules, basing such on the facts that we have in the past, from time to time, shown the amounts of lumber reinspected and certificates issued as a means of basing settlements, in cases of disputes.

This amount of lumber reinspected, as shown above, represents but 663 carloads, 589 of which were reinspected in whole or in part, and the other 74 cars, or about 11 per cent, were not inspected, owing to the fact that satisfactory settlements had been made when it was found that the shippers demanded reinspection. (In many cases, and in others our inspectors found that the stock had been used, or had been found up to grade, and no reinspection was necessary, this was brought out by explanation of our grading rule system by our inspector to the holder of the lumber.)

Conditions in the Consuming Territories

We have received reports regarding the conditions of stocks in the yards of consumers, taking the last three months of 1910 - October, November and December—and out of about sixty reports the following conditions appear:

	Feet.
An estimated normal capacity for carrying stock amounting to	370,950,000
With estimated amount of stock in hand	250,450,000
This shows a normal average deficit of	120,500,000

The kinds of wood most used by them are as follows, the figures shown after the kinds of wood indicate the number of concerns using these woods of the total number reported on: Oak, 35; poplar, 28; maple, 19; gum, 14; quarter sawed oak, 14; birch, 13; hickory, 12; plain sawed oak, 12; cottonwood, 11; ash, 10; beech, 10; elm, 10; construction oak timbers, 10; chestnut, 9; mahogany, 9. Thirty-six show plants running full time and two show plants running half time.

Condition of Stocks in Hands of Producers

	Feet.
Thirty-eight reports show total shipments for 1909	304,363,800
These same concerns shipped in 1910	304,234,000
Which shows a deficit for 1910 of	129,800
Forty-eight reports show hardwoods on hand Jan. 1, 1910	203,811,000
These same concerns had on hand Jan. 1, 1911	194,105,000
Which shows a deficit of	9,706,000

The above information is submitted as a result of our canvass of a large number of producers asking for shipments in 1909 and 1910, as well as items in short supply and surplus stocks on hand.

A careful study of the other items on the forms returned to us show that the stocks on hand are much broken: in many cases the same kind of wood is shown in both the division of short stocks and the division of surplus stocks. In the former or short stocks we find the better grades, No. 1 common and better, and in the division of surplus stocks we find almost entirely the lower grades of all the various woods handled by members of this association.

Some firms report that all grades and thicknesses of gum, oak and poplar are in short supply, with no items at all in surplus. Other firms report all grades of cottonwood normal or some trifle below, and still others report all grades of maple, birch, ash and cherry in short supply, and only beech in surplus. All of the larger gum manufacturers reporting show Fas and No. 1 common gum in very short supply, with no surplus of any stock on hand.

Result of Travels About the Country

As chief inspector I have traveled around the country a great deal the past year, as well as on other association business, and at such times it has been my pleasure to attend a number of meetings of various associations, where I have had opportunities for discussing with the consumers the methods of our organization work, the fairness of our grading rules and the impartiality of our methods of investigating disputes and making reinspections, etc. The meetings which have been thus attended by me are as follows:

February 21—Meeting Memphis Lumbermen's Club.

February 23-24—National Association of Box Manufacturers, at French Lick Springs, Ind.

March 1 National Wholesale Lumber Dealers' Association, Cincinnati, Ohio.

April 18—Annual meeting of National Lumber Manufacturers' Association, New Orleans.

April 28—Gum meeting at Memphis.

May 5—Michigan Hardwood Manufacturers' Association, at Detroit.

May 6—Parlor and Library Table Manufacturers, at Detroit.

May 18—Southern Cypress Manufacturers' Association, at New Orleans.

May 31 and June 1—Conference with Eastern States Retail Lumber Dealers' Association, and New York Lumber Trade Association.

June 27 to July 1—Ashland, Ky., meeting of inspectors.

August 9, 10 and 11—Semi-annual meeting National Association of Box Manufacturers, at Rochester, N. Y.

September 22—Wide Poplar Manufacturers' meeting at the Sinton Hotel, Cincinnati, O.

September 30—Gum Manufacturers' meeting, at Memphis.

January 18—Annual meeting of Indiana Hardwood Lumbermen's Association.

In the future there will be held meetings of associations either as a whole or in conference or delegate form as follows:

American Lumber Trade Congress, no date yet announced.

National Commissary Manufacturers' Association, St. Louis, in August, 1911.

Hardwood Sales Managers, Chicago, February 23, 1911.

Lumber Traffic meeting, Chicago, February 8, 9 and 10, 1911, at the Auditorium Annex.

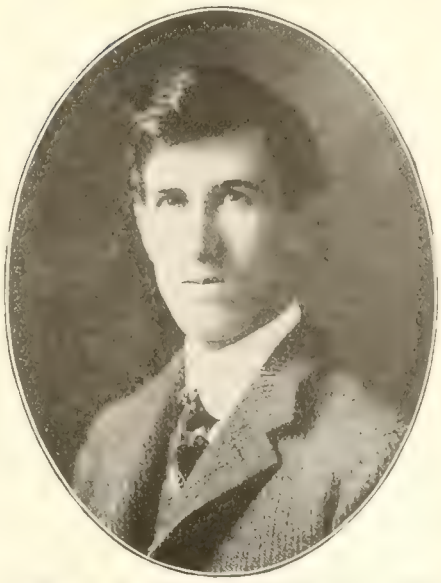
I believe it would be to the interest of our members to keep in touch with such meetings.

Executive Board Meetings in 1910

Aside from the meeting of the executive board, held in Cincinnati on February 3, immediately after our annual meeting for the purpose of



FLOYD DAY, CLAY CITY, KENTUCKY VICE-PRESIDENT



ELMER W. HARRIS, CEDAR FALLS, IOWA VICE-PRESIDENT



E. B. SCHWING, PLAQUEMINE, LOUISIANA VICE-PRESIDENT

electing a secretary for the ensuing year, the following meetings have been held, and the matters referred to below taken up and action decided on:

1. May 14, at Cincinnati. Mr. Carrier outlined to the board the result of conference he had held with eastern lumbermen, both in person and by correspondence, as well as the fact of certain correspondence with the secretary's office, and recommended that action be taken leading to a formal conference with them. A committee was appointed to represent our association in a conference which was to take place on May 31, which committee appointed with power to act consisted of the following: R. H. Vansant, W. M. Ritter, Geo. E. W. Luehrmann, J. H. Himmelberger, F. A. Kirby, W. B. Burke, C. M. Crawford, J. W. Love, W. A. Gilchrist, W. E. DeLaney, W. B. Townsend, R. M. Carrier, ex-officio.

2. October 29, at Cincinnati: Report was made to the board by R. H. Vansant of an informal conference which had been held by John W. Love and himself with certain eastern representatives, he and Mr. Love being present as individuals. Request for several changes in our grading rules were made at this meeting by some of the original eastern lumbermen, signers of the agreement entered into June 1, hereinafter referred to.

A chief inspector was also decided upon, and Lewis Doster was elected to this position, with authority to deputize any of the inspection force to act as assistant chief inspector as conditions might demand.

Eastern Grading Conferences

The committee appointed by the president to meet in conference certain eastern representative lumbermen attended the conference on May 31, and on that date met representatives of the New York Lumber Trade Association, the Eastern States Retail Lumber Dealers' Association, and other lumbermen, especially those from Philadelphia.

On June 1 we had come to an agreement as to a fair rule for hard wood lumber, in which were set out the changes that were to be made in our grading rule book then current, and in which provisions were made that such agreement was not to be changed for a period of five years without the consent of all parties signing the agreement.

As soon as the conference was closed, a new grading rule book was printed, effective June 1, 1910.

Bureau of Grades

INSPECTION DEPARTMENT

We have already advised our members through our Bulletin Service the personnel as to the number of inspectors on our force and their location, as well as the territory covered by each, but for the benefit of all, and in view of the fact that slight changes have been made, we give you this information as follows:

Chicago district, John F. Fountain, Wheaton, Ill.; territory, southern Wisconsin, northern Illinois and Indiana and southwestern Michigan.

Eastern district, C. L. White, Philadelphia, Pa.; territory, New York City and north Philadelphia, Baltimore and Washington.

St. Louis district, E. P. Thomas, St. Louis, Mo.; territory, the immediate vicinity of St. Louis farther south on occasion.

Tennessee district, J. Lee Brannon, Nashville, Tenn.; territory, Nashville and all of Tennessee, as occasion requires.

Central district, B. C. Kelly and D. M. Reed, Cincinnati; territory, Ohio, Indiana, northern Michigan, western Pennsylvania and New York, as well as West Virginia and Kentucky. We endeavor to have one of these inspectors always in the northern part of this territory and the other in the southern.

Lumber complaints in the amount of lumber reinspected by our official inspectors in consuming markets—6,423,127 feet. This amount subdivided into different territories is as follows:

	Feet.
Chicago district	1,520,650
Eastern district	1,118,336
St. Louis district	1,316,587
Tennessee district (beginning Oct., 1910)	58,541
Central district	2,310,013
	6,324,127

The returns which we have received through expense bills made out to cover reinspection work in the various consuming territories, when the variation from original invoice was over four per cent, is $8,507.28.

Occasionally we are asked to send inspectors to the mills of members for instruction purposes, and which we are glad to do at all times free of charge to our members. This service has cost us during the past year $3,000. When on such visits it sometimes happens that our members have the inspectors load a car for export shipment, or far West coast points. We have loaded such cars this year, and the returns from that service have amounted to $1,200.

ISSUING OF GRADING RULES

At our last annual meeting a number of additions were made to the grading rules of this association then in effect, and some changes and eliminations made. New books were issued including such additions under date of March 31.

On May 31 and June 1 a conference was held in New York City between representative members of this association and representatives of the New York Lumber Trade Association and the Eastern States Retail Lumber Dealers' Association on the question of grading. The result was that a new grading rule book was issued under date of June 1, incorporating the ideas of your representatives and the representatives of the above named organizations. About 10,000 books were printed at this time, and all of these distributed.

Immediately after this conference it was thought advisable to have our grading rules printed in a convenient form to be carried in the vest pocket, bound in leather, and they were so printed.

Issuing of Statement of Market Conditions

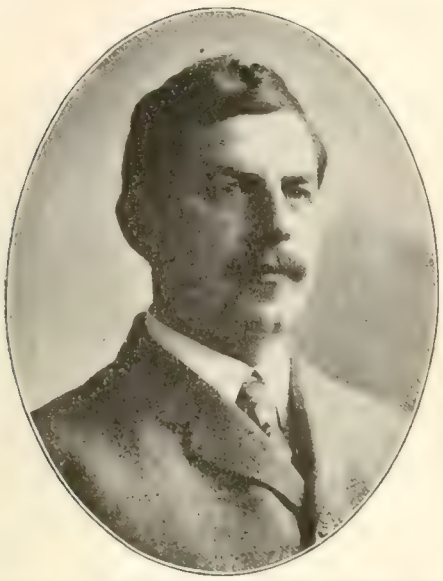
Immediately after the annual meeting, in line with recommendations made by the various statistical committees, showing conditions then existing in the various woods, our Statement No. 1 was issued, on February 15.

On May 16 Statement No. 2 was issued, showing a slight variation from the first publication, but since then, owing to the peculiar conditions existing in the different markets, no new statement has been published.

If any items shown on our present statement are out of line with exact conditions, it is hoped that the committees for the different woods will advise the secretary's office accordingly.

Freight Traffic Matters

This is a subject that is of vital importance to all the members of this association, as well as to every one else interested in our industry.



WM E LITCHFIELD, BOSTON, MASSACHUSETTS VICE-PRESIDENT



J. H. FRIANT, MOREHOUSE, MISSOURI VICE-PRESIDENT



WM. I. BARR, GREENFIELD, OHIO VICE-PRESIDENT

Early in 1910 it became known that the railroads desired to make changes in their tariffs, increasing the freight rates on a number of woods in different territories, especially those in which we are most interested, but the Interstate Commerce Commission caused a delay in the operation of such increases until they could investigate the conditions to determine whether or not the desired changes were justified. A further delay was made, and we are now advised that the period of delay will end on February 1.

A freight traffic meeting was held at New Orleans early in 1910, which was mainly preliminary to having this matter carefully looked into, and at which no definite action was taken.

We are now advised of a lumber traffic meeting proposed to be held, as we understand, in the near future. You can expect full reports from our transportation committee, which has such matters in charge.

Meeting of the lumber traffic men under the auspices of the manager's office of the National Lumber Manufacturers' Association is to be held in Chicago, Auditorium Annex, February 8, 9 and 10. For any further information, suggest that you write Leonard Bronson, manager, Fisher Building, Chicago, Ill.

Bureau of Commercial Reports

As you know, we have had in effect since the organization of this association a system of commercial reports, whereby our members desiring to have information concerning prospective customers could inquire of us and we would immediately endeavor to obtain from our members who had business dealings with such concern, on a blank form prepared for such purposes, information as to the result of such dealings. This information, when received, would be compiled and sent to all of our members.

We found frequently that the returns would not be received quickly enough to serve the purpose desired by our members in making these inquiries. Consequently we have this year made a few changes in this system, whereby we are able to send out inquiries to our members more frequently, and in place of awaiting full returns we compile the information as it is received and forward at once to the party desiring the same.

At the same time if we find, through this system, concerns who are acting in an unbusinesslike manner, we advise our members that we have information on file at the office regarding such concern, and that if they are interested they can obtain such information on inquiry.

In this connection we would also state that all of the information obtained in working out this system is always held by the secretary's office in strict confidence, and we would very much appreciate if the members would look over these inquiry blanks carefully as soon as received, and if you have had business dealings with any of the firms make note of the same and return the form to our office. The party inquiring for information may have a profitable order held up pending the receipt of information so inquired for. It will help the department very materially if you will give this your attention, and will make our file of more value to our members, who may at any time be interested in receiving this class of information.

We have been recommended more highly on this department than on any other department, aside from the Bureau of Grades. It is a department which is much appreciated by your credit men, and we shall continue to use every effort possible to improve this service in line with suggestions that have been received, and desire to give our members the best and quickest action possible on their inquiries along this as well as all other lines of inquiry.

Department of Stock Sheets

This system of issuing every little while a compilation of stock wanted and surplus stock for sale has been of great benefit to many of our members, both in the producing and in the purchasing end. We very frequently have inquiries from purchasers for certain items of stock which we know are handled by many of our members.

Again, this system as carried out by our members, is of incalculable benefit in determining the condition of stocks at any time during the year by knowing the stocks wanted, the kinds of woods and the various grades and thicknesses in most demand, and again in the stock for sale division, the items which are moving most slowly automatically becoming an accurate barometer of trade conditions, which would be of great benefit to all of our members. We have a great many requests from people who are not members of the association for information as to certain items of stock which they greatly desire.

The suggestions for improvement in this department which have been received, made by our members, are being carefully considered, and we think it would be well if a committee would be appointd who would give this system their attention as occasion might require.

Appointment of Chief Inspector

At the meeting of the executive board held on October 29, as heretofore mentioned, the secretary was appointed chief inspector of the association, and in such capacity I have investigated a number of claims where the certificates of our official inspector had been objected to; the boards complained of, I have found, were very close line boards, and the objections made were purely technical. In all such cases I have thoroughly explained our grading rules to the parties where lumber was being inspected, and the exact manner in which the interpretation should be made.

New Acts of Congress—Passed and Pending

Postal Savings Banks

As you are probably aware Congress has passed a bill permitting postoffices throughout the country to receive for deposit small sums of money from individuals at a low rate of interest, two percent per annum, to provide a safe system of savings, guaranteeing against loss to such depositors.

Adjustment of Postal Charges

There is also agitation in favor of reducing the amount of postage on first-class matter from two cents per ounce, the present scale, to one cent per ounce, the present scale for merchandise. We believe that no bill has yet been drafted, but there is prospect that it may be in the early future.

Parcels Post

A bill is now pending, as we understand, for the purpose of establishing through the postoffice a parcels post, along lines similar to that used in other countries, making it possible to send parcels through the post or subsidiary thereto at much less expense than now, and increasing the classes of matter so to be sent in a manner through the postoffice, but which must now be sent through the agency of some express company at considerable and an excessive cost.

Protection of Watersheds—Appalachian Forest

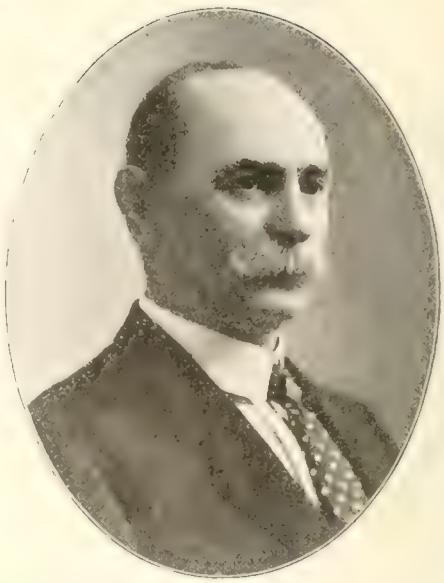
There has been prepared a bill known as House bill No. 11798 entitled



N. W. GENNETT, FRANKLIN, N. C., SOUTH CAROLINA VICE-PRESIDENT



S. LIEBERMAN, NASHVILLE, TENNESSEE VICE-PRESIDENT



A. DEUTSCH, FLANAGAN, TEXAS VICE-PRESIDENT

"To enable any state to cooperate with any other state, or with the United States, for the protection of watersheds of navigable streams, and to appoint a commission for the acquisition of lands for the purpose of conserving the navigability of navigable rivers."

RECIPROCITY TREATY WITH CANADA

There is being consummated a reciprocity treaty between this country and Canada, by the President of the United States and the Governor-General of Canada, and which is now before the respective bodies in the two countries for ratification—in the United States, before Congress.

It behooves all of our members to follow closely all of these matters, especially those which are pending, and to realize what will be the most beneficial for the members to be given their attention.

Desire for Arbitration Department

For the past two or three years your secretary has been asked on various occasions to make a decision in a dispute which the parties to the case could not decide between themselves, and in which a law suit was apparently the only other way to reach a settlement.

This past year we have really invited such cases, with the result that my desk became crowded with requests for adjustment of difficulties; a great many of these we have been able to settle to the pecuniary benefit of our members; in cases the members who could not secure their money for certain shipments, were enabled through our services to get settlements.

We might suggest other cases in which the members had differences in which both sides felt that they were in the right and were about to go to court, with more or less unkind feelings; it was presented to us, and by personal interviews we were able to put the matter in a different light than it had appeared, enabling these matters to be easily settled out of court. However, there have been many cases placed before me that I have been unable to adjust. This was on account of the disposition of one side taking arbitrary stand, and which convinces me that this association would have need of an arbitration plan which, when properly arranged for, would give to the membership and those of the trade in general a plan to take care of subjects which the courts cannot understand and which only lumbermen can intelligently decide. If such plan would be promoted it would help the office at all times, and although we do not look for complaints we do invite our members to ask our offices for service when we can be of any benefit.

Heart to Heart Talks With Our Members on Association Work

We have gone over very carefully all of the returns received from our members in response to our request for a full and frank discussion of our association work.

The results of such a discussion by our members are bound to be far-reaching and of benefit to all concerned. We shall place these replies before the proper committees for their consideration of the matters therein contained, and every member who has asked for information or suggestions can rely on receiving full and frank reply.

Bulletin Service

Late in 1909 we inaugurated a "Bulletin Service," it being our intention when starting this service to make it a monthly publication.

This year we have to a certain extent done away with our circular letters to our members, and published such kind of information in the bulletin form, issuing the same at intervals of ten days or two weeks, according as there would be matters of importance to come before the notice of the members.

In this publication we have given to our members information on the following subjects during the year:

On February 15—The Sales Code as adopted at the annual meeting; the report of the Committee on Corporation Tax, showing forms for the return to the government; the Car stake situation as outlined by the National Lumber Manufacturers' Association and reproduced in the Bulletin.

On March 12—The attitude of this association toward the trade outlined; reproduction of portions of Mr. Carrier's address.

On March 23—Preliminary announcement regarding publication of new Grading Rule books; full explanation of the meaning of Log Run is given; a new Hardwood Code is promulgated.

On April 21—General meeting of inspectors is announced; legal status of disputed shipments not held intact; river statistics—result of log tides in Ohio, Kentucky and Cumberland rivers.

On May 7—Sticker of the insignia exhibited; address by Mr. Vansant before the National Association of Box Manufacturers at French Lick Springs on "Lumber suitable for making boxes" reproduced.

On June 11—Resume of Eastern Conference and new Grading Rule book issued; report of Consumers' meeting, Parlor and Library Table Manufacturers, Extension Table Manufacturers; special meeting of the Southern Cypress Manufacturers' Association.

On June 16—Letter from Mr. Carrier regarding mixing grades; W. E. Delaney appointed vice-chairman of the Executive Grading Commission; vest pocket edition of the Grading Rule book published; obituary notice of death of W. M. McCormick, president of the Little River Lumber Company and vice-president of this association for Pennsylvania.

On June 25—Inspectors' meeting arranged for June 27 to July 2; satisfactory settlement of claim of Nigh Lumber Company against a New York City concern; notice of change in Commercial Report system.

On July 14—Caution about accepting orders for No. 2 Common & Better as such term furnishes better lumber than is required generally as 50 per cent sound cuttings are the usual basis for Log Run shipments; notice of necessity for appointing attorney in fact representing carriers at Washington.

On August 3—Report of Interstate Commerce Commission, deferring freight rate advance for four months; crop reports; money market; items of stock in greatest demand.

On August 11—Notice of meeting of second National Conservation Congress at St. Paul, September 5 to 9; war department specifications on oak, ash, hickory and poplar; Consumers' Association's meetings advertised.

On August 22—Further reference to the mixing of grades—opinion of purchasers.

On August 25—Crop conditions; construction oak timbers desired abroad.

On September 14—Increase in minimum weights put into effect by coast carriers.

On September 20—Further reference to mixing grades. This association commended by consumers' organizations.

On September 29—Resolutions adopted by Philadelphia lumbermen's organizations recommending our Grading Rules as reasonable and that their members give them a fair trial; placing of inspectors at Philadelphia to take care of the consumers there; notice of Southern Conservation Congress at Atlanta, Georgia.

On October 8—Placing of inspector at Nashville, Tennessee; basis of charges for re-inspections outlined; financial news.

On October 20—Name and address of each association inspector pub-



A. JOHNSON, PENNINGTON GAP, VIRGINIA
VICE-PRESIDENT



GEORGE E. BREECE, CHARLESTON, WEST VIRGINIA VICE-PRESIDENT



E. E. GARY, TURRELL, ARKANSAS
DIRECTOR

lished, showing their territory, stocks wanted and financial news.

On November 5—Minutes of the Executive Board meeting published and date and place of ninth annual meeting announced; further postponement of freight advances to February 1, 1911.

On December 10—Formal notice of ninth annual meeting; proposed traffic meeting discussed.

On December 24—Announcement of plans made for the meeting today; notice of Panama Exposition workers desiring New Orleans; vote to be taken January 17.

CLOSING

In conclusion I desire to thank the officers, the members of the various committees and the entire membership of the association for their assistance in working out the problems that confront the secretary's office, and their ready help in all cases where we have called upon them. It is only by such hearty co-operation that we can hope to succeed in our endeavors and I bespeak a continuance of your affiliation in this way, which is certainly most thoroughly appreciated.

Mr. Delaney: Mr. President, I move you that the chair appoint a committee of three on officers' reports, the committee to submit its report at the next session of this convention.

The motion was seconded and carried, and President Carrier appointed the following as such committee: F. F. Fee, Thomas W. Fry and Frank May, and requested the committee to kindly have its report ready immediately after recess.

On motion of Mr. Delaney the convention now went into recess until 2:30 p. m.

AFTERNOON SESSION, JANUARY 31

The convention met pursuant to recess, President Carrier in the chair, Secretary Doster recording.

Mr. Vansant: I move that the chairman appoint the regular standing committees, as usual, the same as was done last year.

The motion was seconded and carried.

Mr. Vansant: The meeting of the Executive Grading Commission will be held in Room 414.

A Voice: Does that mean 7:30, or 8 o'clock?

Mr. Vansant: 7:30, absolutely. Ten dollars fine if you are not there at that time.

President Carrier: Gentlemen, we have with us this afternoon the secretary of the National Classification Committee, Mr. Charles E. Brower. I wish to state that Mr. Brower has been doing for the past couple of years most excellent work for the producers of lumber. As we know, there has been a very great substitution in boxes, by fibre. Mr. Brower has been carrying on the work and securing for the wooden package its own, enlarging the field, and has done excellent work for the lumbermen with respect to low-grade lumber that goes into boxes and which we always want to dispose of. We have Mr. Brower here this afternoon and I am sure he will make you a most interesting address. Gentlemen, Mr. Brower.

Mr. Brower: I am not entirely prepared with a paper today, to give definite details of the subject I have in mind; but I will present in a general manner the topic and speak in an extemporaneous way afterwards as to details.

Wood Containers, or Substitute Packages

The subject of my remarks embraces features which are so vitally important to every manufacturer of lumber throughout the United States that none can well afford to idly pass them by without giving this subject the deepest possible thought. If conditions which now prevail are not remedied we must eventually lose our market for such low-grade lumber as is utilized in the manufacture of wooden packing cases. At first glance this almost seems to be a preposterous statement, but when we consider the conditions which have prevailed for the past four years, and the warnings we have had, we must reach the conclusion that something is wrong somewhere.

The something in question is rule 14-B, Western Classification Nos. 48-49. This rule is a flagrant violation of every conservative business precedent, and provides, under the guise of "competition," for the exclusive protection of a new and untried industry which as yet has not demonstrated itself to be worthy of the position it seeks to assume in the business world. I refer to what is commonly known as the strawboard industry, or rather that portion of that industry which assumes to displace the wooden box as a shipping container by the substitution of a flimsy and inadequate strawboard or fiber container. Rule 14-B, Western Classification Nos. 48-49, provides for this particular class of package on a preferred basis. Reduced to its most concrete form, this rule states that all commodities packed in a paper or substitute shipping container shall take the same rate of freight as the same commodities packed in a wooden box. At a glance this rule seems innocent enough, but if you will study it carefully you will observe that it amounts to nothing more or less than a distinct invitation to the manufacturer of wooden packing cases either to shift to the manufacturer of the substitute packing case or to go out of business altogether.

As we all know, the wooden box manufacturer is the largest consumer of low grades of lumber, and without this very important factor our low grades must become disturbed by virtue of the necessity of reorganizing our prices on high grades of lumber. For the past four years you have all seen a congestion of these low grades, due to the paternalism of Rule 14-B, Western Classification Nos. 48-49. The improvement which has occurred in the past year in the box business and in the low-grade lumber markets I unhesitatingly pronounce to be due to the activity of your classification committee in its efforts to offer intrinsic opposition to those manufacturers of strawboard and substitute containers who have invaded the legitimate market of the wooden box in a basis of low prices and a misunderstood chain of efficacy.

After carefully going over the situation your committee has reached the conclusion that the paper container is a fallacy and that without the paternal attitude of Rule 14-B, Western Classification Nos. 48-49, it could get nowhere as a shipping container. An exhaustive investigation by your committee has proven conclusively that the paper or substitute shipping container costs the railroads more to handle than the wooden box, and in every instance must have preferred handling in order to have the contents of the paper container reach destination in marketable and merchantable shape. It must be protected from the weather, cannot be handled roughly, the freight handlers cannot use hooks in handling the package, and other yet place it near contaminating articles



E. A. LANG, CHICAGO, ILLINOIS DIRECTOR



E. T. SCOTT, METROPOLIS, ILLINOIS DIRECTOR



P. FORD, CHICAGO, ILLINOIS DIRECTOR

owing to its liability to absorb oil, grease, etc.; it is readily accessible to vermin, rats or mice, and in every sense of the word takes preferment over the wooden box.

Aside from the opposition of this committee and the work which it has done for the past year I can find no logical reason why any shipper of commodities should utilize the wooden box as a shipping container under the present existing conditions. The paper container costs from 20 to 80 per cent less than the wooden box. Commodities packed in a paper container owing to its weighing less than the wooden box save in freight from 20 to 40 per cent. The railroads give commodities packed in the paper container preferred handling and pay claims on commodities packed in the paper container on the same basis as similar claims are paid on commodities packed in a wooden box; and obligate themselves in every way on commodities packed in a substitute container, and in the same manner as they do on commodities packed in a wooden box. Keeping this in mind, I reassert that there is no logical business reason which can be shown under existing circumstances for the use of the wooden shipping container. We have a report from one of our boxmen who has been selling a large shipper of patent medicine his boxes for a number of years at $21.50 per hundred. This container had proven satisfactory until the advent of the substitute container. He reports that his customer has ordered the substitute container, guaranteed in every way to be equal to the wooden box, at $3.10 per hundred. It does not take a philosopher in this instance to tell where the boxman gets off.

As an illustration of the difference in weight on goods packed in a wooden container and like goods packed in a paper container, let us take the case of No. 2 lamp chimneys. I have chosen this because lamp chimneys and fruit jars were among the first commodities for which the paper container was adopted, and the largest movement of merchandise in the paper container is in these commodities.

The gross weight of a case of No. 2 lamp chimneys packed in a wooden container is fifty pounds. The gross weight of a case of No. 2 lamp chimneys packed in a paper container is thirty pounds. The minimum carload weight on No. 2 lamp chimneys is 15,000 pounds in wood or in paper. On the minimum basis a carload of No. 2 lamp chimneys in wood is 300 cases, and a minimum carload in paper is 468 cases. The rate on No. 2 lamp chimneys from the point we have selected in this example to destination is 43 cents per hundredweight in paper or in wood. The original minimum was fixed on 300 cases in wood and the rate of 43 cents was fixed upon this commodity in wood, and on a basis of 300 cases. You will discover by these statements that when these lamp chimneys are packed in paper 168 cases of the No. 2 lamp chimneys are practically carried for nothing. It is true that 468 paper containers packed with this commodity approximate in weight to 16,000 pounds, the same as 300 cases packed in wood, but it must be remembered that these 168 cases are of [illegible] that a case of No. 2 lamp chimneys is approximately the same in size as if the commodity was packed in a wooden box.

On the 43-cent freight rate basis, a paper container filled with No. 2 lamp chimneys produces 13.76 cents per case revenue to the common carrier, while this same commodity in a wooden container, on the 43-cent freight rate basis, produces 21½ cents per case revenue to the common carrier, or a difference of 7¾ cents per case more than the productivity per case on the same commodity packed in paper. This, [illegible] the added cost of labor and hazard.

This is only one of the many illustrations I could give you, and from this it must become apparent that the common carriers have sacrificed an enormous tonnage on classified commodities by virtue of Rule 14-B, Western Classification Nos. 48-49, and, in addition, have added enormously to their hazards, claims and labor charges.

In the early part of the year 1910 we were confronted by the spectacle of the railroads operating under Western Classification Nos. 48-49, and who were responsible for this Rule 14-B, demanding the privilege of advancing freight rates on all classified commodities, giving as a reason their increased labor charges, and stating that the shrinkage in their revenues made it unprofitable to carry freight on the present freight rate basis. I do not think it takes excessive intelligence to analyze this situation. Reduced to the closest analysis, this demand by the common carriers merely means that they have realized the enormous loss to themselves, and the enormous increase in their labor charges, but have not realized the real cause. In other words, they are dealing with effects, and propose to make the shipping public responsible for these effects, without making the slightest effort to remedy the cause. I do not believe the common carriers are entitled to any advance in rates of freight until they have first revised their classification regulations, and have expurgated and eliminated all unbusinesslike and illogical rulings. It costs to carry freight in just the same manner as it costs to manufacture lumber, and if the common carriers, by reason of their own fallacious acts, find themselves burdened with an unprofitable business, they have no more right to demand an additional tax, in the form of increased rates of freight, on the general public to compensate themselves, than the lumber manufacturers would be entitled to an arbitrary advance in the price of lumber to compensate themselves for their acts of extravagance. Therefore, I say, if the common carriers seek to reduce expenses and to carry freight on a more satisfactory profit basis, they should first eliminate Rule 14-B, Western Classification Nos. 48-49, or modify it so as to place commodities packed in paper containers in the advanced class to which they belong. If commodities packed in paper containers take preferred handling and produce a loss of 33⅓ per cent in classified tonnage, these factors should be considered in classifying commodities so packed before the general public should be asked to pay the bill.

The common carriers should get nowhere in their fight for advanced freight rates until they can show a willingness on their part to throw out the inadequate and unbusinesslike system now employed by these common carriers, and to restore their revenues by the assumption of up-to-date business methods.

This committee has worked unceasingly for the past year in an effort to show to the retailers, the jobbers, the consumers and the shippers, and to the common carriers, the fallacy of Rule 14-B, Western Classification, Nos. 48-49, and by its activity and continuous efforts has increased an improvement in general conditions far in excess of what its expectations were a year ago. One year ago the congestion of the low-grade lumber market was a talking point. Today we have reports in our office showing that there is an actual scarcity of low grades in some directions. This committee has accomplished this work with the support of a few broadminded lumber and box men, but it has not received the support to which it is entitled, and unless such support is immediately given its work must cease; and if its work does cease, and the effect is no longer felt, I unhesitatingly state that the conditions which confronted you in 1908 and 1909 will be revived, and disorganization will occur in the low-grade lumber market, with its reflective effect upon the market for high-grade lumber.



DANIEL WERTZ, EVANSVILLE, INDIANA
DIRECTOR



G. O. WORLAND, EVANSVILLE, INDIANA
DIRECTOR



E. W. PRATT, JR., CROFTON, KENTUCKY
DIRECTOR

It is your duty, collectively and individually, to support the work of this committee, and to see that it has a sufficient fund at all times to guarantee its operation without being hampered by false and forced economies. There can be no question as to the value of the work done. There is, however, every question as to the support it has received, and I stand before you today to earnestly plead with you to appropriate at least $2,000 for the immediate use of this committee. I am asking nothing for myself, and can refer to many gentlemen in this room to confirm the statement that I have demanded nothing for myself, and your committee has unselfishly, and without hope of reward, worked continually for the betterment of conditions, and has brought about considerable betterments in conditions which you are, probably, all enjoying.

Mr. Brower: We took it up with the jobbers and also with the retailers, where they were using substitute containers for wooden boxes, at the request of individual customers. The jobbers said they would co-operate with us. We went further in the matter: we requested that the commissary departments of lumber interests throughout the United States absolutely refuse to accept any packages packed in paper packages. This committee met with opposition among many of the larger lumber corporations, who said that a rule of that kind would savor of a boycott. If you have not the right to protect your own interests, I don't know why.

I could not, of course, tell anybody what to do. The effect of the commissary department passing the resolution at the managers' meeting in Baltimore has been felt all over the United States. Shippers of packages are compelled to listen to purchasers. About ninety per cent of the product shipped to lumber commissaries is shipped by just such people, whose markets are competitive. When a salesman of one of these manufacturers comes to a commissary department, he is confronted with the fact that he must ship in wood, or he has no possibility of making a sale. He reports to his superior officer, and his superior officer thinks it is about time to consider the difference in box costs, and the result is the restoration of an enormous tonnage.

The box men have felt it and you have all felt it. Our next step was to counteract the effect of the contemplated move on the part of the Transcontinental Freight Bureau, in classifying, in regard to fruit products shipped in paper. The shippers said they were with us, but they realized that if they made a protest to the Transcontinental Freight Bureau that they would only be one interest; and we therefore called upon the jobbers, telling them what our proposal was before the Transcontinental Freight Bureau, and advising them to write personal letters of protest to this bureau.

We flooded the Transcontinental Freight Bureau with protests from wholesale druggists from one end of the country to the other.

The result was that the Transcontinental Freight Bureau called their meeting off. We were all ready to appear before the Western Classification Committee any time it was ready. Unfortunately for us, it refused to hold a meeting. I don't know whether it did not want to listen to us or whether it had some other good reason.

This committee has done its work carefully and has done it well, but it has not had enough money to support it in its work. The opposition committee of the Strawboard association has appointed a secretary on a fixed salary of ten thousand dollars a year, and he is guaranteed a sufficient sum of money to fight this committee. This committee has had less than ten thousand dollars in the past year for all its services, and it has taken up the work from the Atlantic to the Pacific and from Maine to Mexico. The importance of the work must be apparent to all of us, so far as it affects your low-grade markets; and as far as your high-grade markets are concerned, they must feel a reflective influence; the box man is your best customer.

We are trying to get the box men to come to the lumber market and hold their annual convention there. They will meet on February 15, 16 and 17. I think it is of great importance that this association should appoint delegates to attend that convention, to look, to learn and to listen.

I am frank to say that I have been against a gigantic task this year—trying to stake out an elephant with a shoestring. You all are responsible. I am tired of holding the bag and unless I get some tangible evidence of co-operation by the first of April, the firm which employs me and which has given me my time for the past year, tells me that I must go back into my own territory. If I have to do that, I hope that some good fellow will come out of the woods and will carry on the work just as capably as I have tried to do. I thank you. [Applause.]

President Carrier: I am sure that every manufacturer and every purchaser of lumber is interested in the low grades. I think this committee deserves the support of the manufacturers of lumber; I mean financial report. They have not had the financial support that they should have had. I certainly hope in the future and hereafter that they will be better financially supported. Mr. Morgan of Memphis is the president, and Mr. Brower is secretary, and I sincerely hope that the work that they have done will not be lost by changing horses in the middle of the stream, but that you will give them financial support to carry on the work. Ever since the panic low-grade lumber has been a stumbling block and such work as they are doing helps us out greatly. They have worked very hard and have had, up to the present time, remarkable success; but there is a great deal to do and they certainly deserve support.

I will now call for the report of the committee which I appointed on officers' reports.



W. H. DAWKINS, ASHLAND, KENTUCKY
DIRECTOR



F. W. LAWRENCE, BOSTON, MASSACHUSETTS DIRECTOR



J. I. STRICKLAND, GREENVILLE, MISSISSIPPI DIRECTOR

Mr. Fee. Mr. Doster has the report.

The report was read by Secretary Doster as follows:

Report of Committee on Officers' Reports

Mr. President and gentlemen of the convention: Your committee appointed for the purpose of considering officers' reports, submitted at this morning's session, desires to report as follows:

We feel that the members of this association are to be congratulated on the great progress made this past year toward the common end of one universal set of grading rules. You are happy in having the officers who so unselfishly give their individual time to the furtherance of the welfare of this association.

The reports show the untiring energy and zeal with which they have, each and all, looked after each detail of the work.

Having in mind future contingencies that may arise, we beg to recommend to the association the appointment of a committee of three on arbitration, which is to formulate plans and report to the association; also the appointment of the following standing committees for the year 1911:

A committee of three on the subject of resolutions.

Committee on statistics on each of the following woods: Gum, to consist of nine; Cottonwood, to consist of seven; Hickory, Pecan and Sycamore, to consist of three; Cherry, to consist of three; Walnut and Butternut, to consist of three; Beech, Birch, Elm and Maple, to consist of seven; Poplar, Tupelo and Buckeye, to consist of nine; Oak, Ash and Chestnut, to consist of nine; Mahogany, to consist of three; Vehicle Dimension Stock, to consist of seven; Oak Dimension Timber or Car Construction Oak, to consist of five; Chair and Furniture Dimension, to consist of nine.

We also recommend the appointment of these committees today, so that they may meet as early as possible after the program of today has been carried out, that they may have time to report to the association before adjournment.

The work of these committees is of much importance, and the chairman of each committee is requested to designate to his committee the time and place of such meeting, so that this work may be done promptly, and all persons desiring to appear before these committees may have due notice of the time and place of such meeting.

A great many matters of importance referred to in the president's and secretary's reports are such that they cannot be acted upon intelligently by this committee in the time at their disposal.

It is also recommended that all such matters be referred to the incoming Executive Board of the association, so that it take such action as the good of the association demands.

T. W. FRY, Chairman,
FRANK MAY,
F. F. FEE.

Mr. Vansant. I move the adoption of the report.

Motion seconded and carried.

President Carter. We have with us today Mr. John B. Crosby of Chicago, who will address us upon the subject, "Advertising Lumber Products."

Real Advertising vs. Simple Price Quoting

I appreciate very highly your invitation to come here and talk briefly about advertising, as recently for the first time applied, or as about to be [illegible]

I know of no industry which should more logically spring to advertising as its benefactor, and perhaps its savior, than the lumber industry. I know of no industry hitherto more unanimously uninformed and therefore contemptuous of advertising than the lumber industry. I know of no other industry whose captains are keener in their discernment of advertising possibilities, when properly presented, than the lumber industry, as far as my associates and myself have acquaintance with them.

For these reasons I am not having as hard a time at this moment as I might have had. Your retiring president (and your *very* retiring secretary) generously invited me to say something here, and then most ungenerously refused to give me the least aid in deciding what to say or how to say it. As my only means of getting even, I think I shall have to say it, whatever it is.

I will make it a short and general discussion under the title of

ADVERTISING VS. SIMPLE PRICE QUOTING.

It is my belief that this phrase embodies the whole philosophy of a question much discussed and upon which the disagreement might almost be said to mark the line between careful and exact students of successful advertising and those whose judgments on advertising are either impetuous and inexact, or whose lack of practical experience with it detracts from their authority to judge it, without always lessening the positiveness of their opinions.

I would as soon refer a bet on the proportion of nitrogen in the reclaimed soil of Louisiana to the off-hand decision of the admiral of the Swiss Royal Navy, as to entrust my case in court to the legal skill of the most accomplished carver of gravestones, or my sick child to the medical ministrations of a pre-eminently able clam-digger, as to accept as final and authoritative the judgment upon advertising possibilities, advertising probability, advertising certainties, or advertising methods, of the man who thinks advertising "may be all right for patent medicines and breakfast foods and silk petticoats, but it is no good for my business."

I have heard that a man of recognized business success and proven business ability recently was moved to ridicule, good-humoredly, a very important lumberman who is one of our clients, and to say, "I see you are handling lumber the same as oatmeal now."

To quote a famous line, "This was considered a good joke in thim days," but its point does not make the same dent now.

Those who hold that view should remember that, not many years ago, the manufacturers of breakfast foods and silk petticoats were saying the same thing. They naturally felt that advertising was all right for patent medicines and other things which were already being advertised, but that goods not being advertised were thereby proven, prima facie, to be inappropriate or impossible subjects for advertising. A little later the manufacturer of silk petticoats might well have said, "Advertising is undoubtedly all right for patent medicines and breakfast foods, but it is no good for my business."

It is hard to explain, but it has every appearance of a fact, that, among all classes of important business men, lumbermen have been until very lately the slowest and most reluctant to either understand or grasp the modern prescription for stability of their market.

They seemed to think that, because wood "had the world by the tail" as a building material, and for many other so-called standard uses, wood always must remain immune to both competition and substitution. They apparently relied too much upon the antique doctrine that what was and had been always must [illegible]



W. J. CUDE, NASHVILLE, TENN., MISSISSIPPI DIRECTOR



W. W. DINGS, ST. LOUIS, MISSOURI DIRECTOR



W. P. ANDERSON, GIDEON, MISSOURI DIRECTOR

But Providence, in its guardianship of imagined commercial "rights," as in other things, is interested only in the vigorous, the daring, the cautiously courageous. Lumbermen had records of brilliant commercial success behind them, but don't you know that there is no more insidious malady, and none more hard to cure, than the dogmatism of established success—the blind and deaf unreasoning egotism that sits in the chair of a supposed business "cinch"?

It is not much over a year ago that lumbermen, while acknowledging the solid establishment of advertising as a vital and permanent factor in commerce, had no better encouragement than a pitying smile to give to the advocate of general advertising for their business.

I believe there must be a certain sort of quiet satisfaction felt today by those lumbermen who first determined to make, under the pleasing disguise of a "long-shot" speculation, one of the most definite and imperishable investments known to the business world of today, namely, public interest, public confidence, and, therefore, public support, none of these being acknowledged as for sale, yet all of them being subject to purchase by indirection. I am convinced that this satisfaction, always felt by the successful pioneer, ere long will increase to a legitimate sense of pride, and we trust that no one will grudge us the right to modestly share this feeling with them.

The two important groups of lumber producers, those who manufacture red gum and those who manufacture cypress, are entitled to the sense of gratification (entirely aside from the material profits) always properly felt by the man who blazes a trail through a wilderness, and then sees it become a little path, and then a straggling road, with excellent chances that it may one day be an historic highway.

In advertising lumber to the general public through general media we have had no advantage from established precedents. There were no precedents in the history of advertising for the presentation of lumber to the ultimate customer. It was necessary to make our own precedents as we went along, and we have had to solve many points of a character doubly puzzling because of their importance as precedents, without the aid of any references, and solely upon comparative deductions from successful experiences in various widely differing lines of advertising.

In talking straight to my title, "Advertising vs. Simple Price Quoting," I should say that while advertising often includes price quotation, mere price quotation is not advertising as I would define it. I should no more describe the simple quotation of prices and printing of a business card as advertising than I would call the mere presence of a litigant in court a masterly legal argument.

I should almost be willing to stand on the definition of advertising as "the deliberate purchase of public confidence," which involves the paradox that it must be earned after it is secured. Confidence bought and then abused or betrayed will give ptomaine poisoning to any business. By the above definition, advertising is a short cut to the faith of the people in your goods, which otherwise could be achieved only by the individual energy and individual fidelity of three generations. It is the purchase of friendship at wholesale, and it does not disparage or vulgarize the word friendship to acknowledge that friendship is cashable, in one way or another, or else it is not friendship, for friendship must be reciprocal—it must be an exchange of benefits, whether consciously or not.

To describe advertising as the simple quotation of prices, coupled with a signature and address, is about the same as calling a deaf mute eloquent, or, to make a better simile, it is about the same as confusing hunger with the knowledge of how to get food.

When you insert a business card in a magazine, merely stating that your name is so-and-so, that you are at such-and-such a place, and that you have such-and-such a commodity for sale, you might just as well fill that advertising space with something to this effect:

"Here I am, and I want your money because I want it. I don't care much whether you want my goods or not, or whether you need them or not. I want to sell them to you. In fact, I want to sell them to you so badly that, if you want them, you will find me energetically sitting here at home, with my feet on the mantel-piece and my derby hat in my lap upside down. Please come around and drop in your money—I certainly do want it."

Is it not better salesmanship to give the possible customer some reason why it would be of benefit to him to secure your product?

Is it not better salesmanship to make people want your goods than to try to make them buy your goods?

No one can make you buy anything unless they can show you an advantage to yourself by so doing. Why should you expect to make anyone else buy of you unless you can first make them want your product?

In the old days manufacturers acknowledged but a single function in trade—or at most one and one-tenth functions.

They admitted that their function was to produce goods—and, in a kindly and condescending way, to lift a lordly finger now and then by way of assisting in selling the goods they made.

Those manufacturers who hung to this genteel but weather-beaten business doctrine in the course of time found themselves sick abed and wondering what was the matter with them.

The matter was (and in isolated cases, including most lumbermen—broadminded and sportsmanlike as they really are in every other direction) that they failed (and most of them still fail) to get hold of the vital and dynamic idea that the evolution of commercial practice has determined that the manufacturer who is a big enough man to master his market, instead of playing tiddley-de-wink with it, must acknowledge two responsibilities and two full-sized functions—both equaly important, and both demanding the keenest action of his very best brains.

The manufacturer nowadays must make his market as well as his product.

Get that in deep—make his own market.

A volume of business formerly called wholesaling is now retail in its comparative dimensions.

The old idea of meeting the market has given way to the new idea of making a market.

Meeting the market meant, and still means, selling to those who already want or who must have a given product. The method—individual salesmanship—one at a time.

The 1911 concept of distribution is to make your own market—as big as you want it, or as small as you want it—by multiplying the people who want your goods. Once you make them want your product, your salesmanship is scarcely more a problem than a quick and economical delivery system.

That is what man-handling advertising can do for you.

Advertising means to me the gradual infusion of a blend of desire and of confidence into the system of every possible purchaser. Sometimes the method of approach to him should be careful and delicate, and sometimes rough and full of iron, but in the hands of the skilful advertising writer the one method is no less subtle than the other. Both are carefully forecasted and calculated. In countless cases the substitution of a simple word for another word, or a transposition of points, or even a trick of punctuation will make a medium writer into a big winner.



W. N. COOPER, ASHEVILLE, NORTH CAROLINA DIRECTOR



W. H. NIGH, IRONTON, OHIO DIRECTOR



F. A. KIRBY, SCRANTON, PENNSYLVANIA DIRECTOR

The ideas you wish to inject into your maximum possible public should have a certain haunting quality which will not be realized when it enters the reader's consciousness, but will linger there and express itself without any conscious process of his own mind—without any definite argument with himself—without any definite decision of his own to go and get action—and will yet, inevitably, sooner or later, induce action, to your profit.

The quotation of prices and the publishing of business cards is easy; anybody can do it. Advertising is a science, an art, and a profession—not a kindergarten pastime—and, considering what it confers upon its clients, it is the most underpaid of all professions. In view of the fundamental error of the basis of compensation to those who place advertising for others, the wonder is not that there are, or have been, so many abuses, but that there are not more. Most advertising agencies of the ordinary type and methods derive all their compensation from commissions received from publishers, which renders it almost a superhuman exaction that no bias whatever should be felt or shown in the selection of mediums which pay higher commissions over some other mediums which look just as well to the outsider. All advertising agencies, even those which command superior fees from those desiring superior service, derive a part of their compensation in the form of commissions. It is about the same as the attorney for the plaintiff receiving pay from the defendant in the same case.

In every advertising situation there exists a triangle of interests—the advertiser, the agent and publishers as a class. The interesting question in every such case is based upon the fact that in every such triangle there is always an alliance of two, more or less avowed. This alliance of any two of the three within the triangle may not signify abuse of the third factor, but that does not diminish the interest as to which two within the three are coupled together, the advertiser and his agent in the interest of the advertiser, or the publishers and the agent in the interest of the publishers. These allusions are not in any way a disparagement of either publishers or agents in general, and do not indicate that there are not many cases wherein all three parties within the triangle may be striving for the same object, namely, the greatest development of the success of the advertiser. There are many publishers whose vision has comprehended the wisdom of this sort of co-operation, just as there are many advertisers whose horizon is so small that their methods become exasperating and thereby increase the temptation to publishers and agents to leave the advertiser the isolated third party.

There may be some who would object to the description of advertising service as professional, but they should remember two things: First, that distorted ethics are less likely to obtain where a high conception of professional fidelity enters a case, than where there is nothing to it but bald-headed "modern business"; and second, that so far from the words "professional service" indicating any lack of straight-out business ability and of definite commercial sense and precise commercial practice, they indicate the merging of all these abilities, and consequent benefits to the client. The hot-air legal advocate, sucking a lemon between paragraphs of his oratory, cuts small figure these days; a big lawyer nowadays is not only a master of the technique of his own profession, but he also must have a comprehensive and masterly grasp of every angle of commercial practice—he must be a business man who is a lawyer besides—and an advertising counselor nowadays must be first a business man, who then adds to that the mastery of a special psychologic science.

You, as hardwood manufacturers, whose annual production is approximately one-fourth of the total of all woods, and whose stumpage is approximately only one-eighth of the total stumpage remaining, have before you the problem not of how to sell your product—that is no problem—it will all be sold anyhow—but of the price you are going to get for what you have left.

Although in the past ten years hardwood prices have shown a heavy average rise, the advance has not been, in my judgment, in proportion to the advances in other things when considered in relation to the actual utilitarian value and the indispensable character of wood to humanity.

Hardwood prices, and soft wood prices, too, are still (speaking in general terms, of course) much under the cost to the consumer of available or desirable substitutes for wood.

The only excessively high prices for wood that I have any knowledge of are those which are in some places exacted by the intermediaries between yourselves, as producers, and your ultimate customers.

The amount of money you can get for your product, while you remain in business, will be determined by the extent of the demand for it. The demand upon you comes chiefly from retailers or their equivalent. The only reason they demand it of you, and the extent to which they demand it of you, is determined by the demand upon them for your product—by whom? The ultimate consumer, of course; it answers itself.

No one will deny that every dollar you ever get through the sale of your lumber is the dollar of the ultimate user, which percolates to you through any kind, or any number, of intermediaries. The consumer's money is the only money that ever buys anything. The consumer is the last man. There is no one to get behind him. He "pays the freight," and in every ultimate analysis he determines the salability and consequent market success or failure of everything that is ever sold.

It is highly proper, courteous, "good business," and in every way desirable, to convert the intermediary between the producer and the user; but the only logical motives sufficiently strong to induce an intermediary dealer to dig up and hand out a particular article is a positive insistence upon that and nothing else by this same "last man"—the ultimate user.

This is so entirely beyond debate the moment we make a careful survey of the commercial world, that it seems hardly to need assertion, yet there still are advertisers confining their energies and salesmanship upon the intermediary who, in the final classification, is a dignified and highly efficient development of a delivery boy, who, to quote a recent editorial in a prominent lumber journal, "only recently awakened to the fact that the selling of lumber is something more than loading up a customer's wagon."

You want the good will and confidence of those charged with delivery of your goods to your customers, and your logical point of contact with them is through the lumber trade press.

There is no greater value, within an essentially restricted field, than the trade paper. It is a guide and reference invaluable to those whose particular interest it avowedly serves to the exclusion of all other interests.

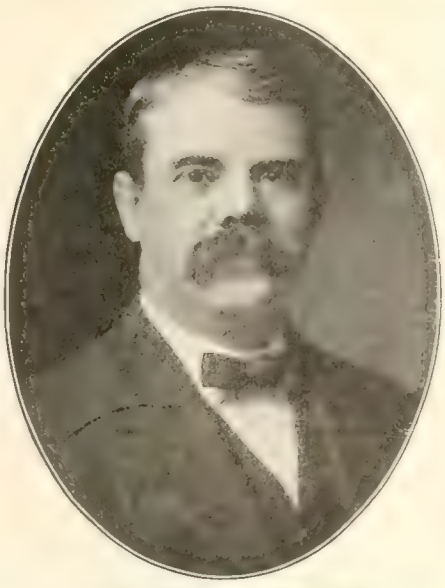
Your lumber papers are supporting your interests to the best of their abilities, in some cases very high abilities, and you in turn should support them.

To increase consumption advertise to the consumer, through the channels which his patronage proves to be his favorites.

To establish and sustain sincere and intelligent team-work between your distributors and yourselves, advertise in the lumber press. Tell your distributors through their own distinctive trade papers what you



I. F. BALSLEY, PITTSBURG, PENNSYLVANIA
DIRECTOR



M. F. GREENE, NASHVILLE, TENNESSEE
DIRECTOR



ROBERT VESTAL, KNOXVILLE, TENNESSEE
DIRECTOR

are doing to enhance the market from which they will derive a benefit as definite as you will.

I should define the "general medium" as a publication which is read in homes instead of in offices.

To reach the consumer, catch him at home. The trade press is read in offices. To reach the dealer's mind when he is thinking of business, address him through that channel. That is in every way appropriate and profitable but, how very unreasonable it would be to demand of trade papers that they cover the area or exercise the functions of a totally different class of publications. It would be as unreasonable as to expect of a lumber paper that it should prove valuable as a medium for druggists' sundries or laundry machinery. Let them serve you, and make no changes unless to do them better justice by printing in them a character of advertising likely to prove yet more profitable, and thereby enable them (to their own greater credit) to show you even better returns than heretofore.

With the total lumber production increasing in ten years over twenty-seven per cent, and the total population increase for the same period showing only about twenty-two per cent, proving a rising per capita use of lumber, there might seem to be a suspicion of over-production, the effect of which upon prices would sooner or later be disastrous.

But how can you call it over-production of woods, when you take into account the tremendous present volume and the immense increase in the volume of substitutes for wood in all kinds of construction and for all kinds of other purposes?

And how can you attribute to the theory of over-production of lumber the present unsatisfactory conditions in the lumber trade in general when you consider that the substitutes for wood for every imaginable use are usually bringing higher prices than the wood which they replace.

ADVERTISE TO THE CONSUMER

Back it up intelligently and vigorously in the trade press.

Figuring back our cypress advertising appropriation to a basis of the cut, we find that for ten cents a thousand, with our present list of publications (which is by no means a complete one, nor yet as complete as it will be shortly) we are enabled to repeat a definite cypress thought twelve times each year upon over five and one-half millions of paid circulation of the highest class of buying power, which means between twenty-five and thirty million readers per year. Figured down, this means that we are talking cypress to practically six people for a solid year for each one cent of their total space-cost. Or, to put it still otherwise, for the ten cents a thousand on cypress we are "cypress-izing" one paid subscriber to the most valuable general mediums continuously for twelve months for 8 1/3 tenths of one cent, and, taking account of the other four average readers of every number of every magazine, we are carrying within one year definite and ineradicable knowledge of cypress values and cypress desirability to one good live person, at a cost of a fraction over one-tenth of one cent per year.

And some people think that advertising is expensive. And that they cannot afford it. And that they would better wait until they need it worse, and therefore can afford it less, before they do it. Heaven help them—we cannot, unless they are willing.

I thank you.

Mr. Crosby's address was received with applause.

President Carrier: Gentlemen, I am requested to announce that all the manufacturers of gum lumber are asked to meet in Room No. 320 immediately after the adjournment of this session. Before we adjourn, the different standing committees will be announced. I think it will be an excellent idea to bring up the discussion, as announced in the program, on "Conditions of Stocks," the territorial discussion of conditions of stocks, and we will call upon different members present. First, we will hear the announcement of committees.

List of Committees Appointed

POPLAR, BASSWOOD AND BUCKEYE—STATISTICS

J. W. Mayhew, Columbus, Ohio.
C. M. Crawford, Coal Grove, Ohio.
George E. Breece, Charleston, W. Va.
W. E. Berger, Ashland, Ky.
Charles Kitchen, Ashland, Ky.
Hamilton Love, Nashville, Tenn.
C. M. Clark, Nashville, Tenn.
B. B. Burns, Cincinnati, Ohio.
F. A. Kirby, Scranton, Pa.

OAK, ASH AND CHESTNUT—STATISTICS

A. G. Fritchey, Charleston, Miss.
W. L. Watson, Mahan, W. Va.
Claude Maley, Evansville, Ind.
J. F. McIntyre, Pine Bluff, Ark.
Frank May, Memphis, Tenn.
E. Bartholomew, Nashville, Tenn.
R. McCracken, Cincinnati, Ohio.
A. P. Steele, Sardis, Miss.
J. W. Mayhew, Columbus, Ohio.
W. H. Hopkins, Cincinnati, Ohio.

COTTONWOOD—GRADING AND STATISTICS

W. H. Greble, Memphis, Tenn.
E. A. Lang, Chicago, Ill.
Frank Robertson, Memphis, Tenn.
W. C. Dewey, Marked Tree, Ark.
Thomas W. Fry, St. Louis, Mo.
C. H. Moore, Memphis, Tenn.

GUM—GRADING AND STATISTICS

C. L. Harrison, Cape Girardeau, Mo.
Thomas W. Fry, St. Louis, Mo.
Frank F. Fee, Little Rock, Ark.
E. A. Lang, Chicago, Ill.
F. E. Gary, Turrell, Ark.
W. H. Greble, Memphis, Tenn.
A. P. Steele, Sardis, Miss.
A. G. Fritchey, Memphis, Tenn.
Frank Robertson, Memphis, Tenn.

WALNUT AND BUTTERNUT—GRADING AND STATISTICS

Van B. Perrine, Ft. Wayne, Ind.
W. H. Nigh, Ironton, Ohio.

CHERRY—GRADING AND STATISTICS

F. A. Kirby, Scranton, Pa.
W. L. Watson, Mahan, W. Va.
W. H. Hopkins, Cincinnati, Ohio.

HICKORY, PECAN AND SYCAMORE—GRADING AND STATISTICS

Frank F. Fee, Little Rock, Ark.
Hamilton Love, Nashville, Tenn.
A. G. Fritchey, Charleston, Miss.

OAK DIMENSION TIMBER—GRADING AND STATISTICS

R. G. Page, Huntington, W. Va.
W. W. Dings, St. Louis, Mo.
E. L. Davidson, Parkersburg.
Clinton Crane, Cincinnati, Ohio.

CHAIR AND FURNITURE DIMENSION—GRADING AND STATISTICS

A. P. Steele, Sardis, Miss.
F. W. Webster, Decatur, Ala.
C. M. Clark, Cincinnati, Ohio.
George E. Breece, Charleston, W. Va.
Van B. Perrine, Ft. Wayne, Ind.
Thomas W. Fry, St. Louis, Mo.
W. W. Dings, St. Louis, Mo.
C. L. Harrison, Cape Girardeau, Mo.

VEHICLE DIMENSION STOCK—GRADING AND STATISTICS

George E. Breece, Charleston, W. Va.
G. S. Hill, Charleston, Miss.
Frank F. Fee, Little Rock, Ark.
E. W. Bartley, Racine, Wis.
A. P. Steele, Sardis, Miss.

OAK FLOORING

A. B. Ransom, Nashville, Tenn.
W. H. Shippen, Ellijay, Ga.
A. P. Steele, Sardis, Miss.

MAHOGANY—GRADING AND STATISTICS

T. J. Moffett, Cincinnati, Ohio.
J. S. Otis, New Orleans, La.
C. R. Mengel, Louisville, Ky.

ASSOCIATION

W. E. Delaney, Cincinnati, Ohio.
Claude Maley, Evansville, Ind.
Ralph May, Memphis, Tenn.



A. J. CAHAGAN, CHATTANOOGA, TENNESSEE DIRECTOR



E. L. DAVIDSON, PARKERSBURG, WEST VIRGINIA DIRECTOR



W. L. WATSON, MAHAN, WEST VIRGINIA DIRECTOR

RESOLUTIONS

W. B. Townsend, Townsend, Tenn. Thomas W. Fry, St. Louis, Mo
J. J. Linehan, Pittsburg, Pa.

NOMINATIONS

Thomas W. Fry, St. Louis, Mo J. W. Mayhew, Columbus, Ohio
C. L. Harrison, Cape Girardeau, Mo.

COMMITTEE TO ACT ON OFFICERS' REPORTS

Thomas W. Fry, St. Louis, Mo. Frank F. Fee, Little Rock, Ark.
Frank May, Memphis, Tenn.

In addition to the committee appointed, the following standing committees were continued during this year:

FINANCE

George E. W. Luehrmann, Chairman, St. Louis, Mo. W. A. Gilchrist, Memphis, Tenn.
W. M. Ritter, Columbus, Ohio.
R. H. Vansant, Ashland, Ky.

TRANSPORTATION AND FREIGHT RATES

W. E. Weakley, Chairman, Columbus, Ohio. R. L. McClelland, Chicago, Ill.
W. B. Morgan, Memphis, Tenn.

STANDARD WEIGHTS OF HARDWOOD LUMBER

W. E. Delaney, Chairman, Cincinnati, Ohio. A. P. Steele, Sardis, Miss.
W. H. Grebbe, Memphis, Tenn
Harvey Derne, Columbus, Ohio. R. L. McClelland, Chicago, Ill.
C. L. Harrison, Cape Girardeau, Mo.

COST OF MANUFACTURE

Frank F. Fee, Chairman, Little Rock, Ark. T. B. McCormick, Sardis, Miss.
W. A. Gilchrist, Memphis, Tenn.
G. O. Worland, Evansville, Ind. P. Ford, Chicago, Ill.
C. M. Crawford, Coal Grove, Ohio. W. E. DeLaney, Cincinnati, Ohio.
Thomas W. Fry, St. Louis, Mo.

J. E. DEFEBAUGH MEMORIAL

W. H. Shippen, Chairman, Ellijay, Ga. C. M. Crawford, Coal Grove, Ohio.
George E. W. Luehrmann, St. Louis, Mo.
W. A. Gilchrist, Memphis, Tenn.
R. H. Vansant, Ashland, Ky.

SALES CODE

W. A. Gilchrist, Chairman, Memphis, Tenn. A. P. Steele, Sardis, Miss.
W. E. Delaney, Cincinnati, Ohio.

Secretary Doster: I have been instructed to advise the association that the grading and subcommittees on all the different woods will be continued during the year 1911 as they have been during the past year and subject to the call of the association at any time. I want also to state that the names of all these committees will be published at Room 907, and we will have duplicate copies made for the chairman of each committee, so that he can paste on the bulletin board, which will be provided there, an announcement showing what rooms the committees will meet in. Blank forms for the statistical committees will also be provided from the registration room, No. 907, for these committees, so that they can turn in their reports. The present market conditions, which we now have in effect, will also be given to these committees on application at the registration office.

Mr. Vansant: Mr. Chairman, we have only a two days' session of the convention at this time. There is one committee that should have a little time to act, and I therefore now move that the chairman appoint a committee on nomination of officers to consist of three members.

The motion was seconded and carried.

President Carrier: We are going to discuss now "Territorial Conditions." I will first call upon Mr. Hamilton Love of Nashville, Tenn.

Territorial Conditions and Conditions of Stock

Mr. Love: Mr. Chairman, I don't know exactly what I am supposed to tell. You can see pretty well from the printed slip that has been distributed around how things are in Nashville. There seems to be one hundred and fifty million feet there. The conditions that obtain at Nashville, I suppose, are pretty much the same as in other parts of the country. Stocks are very much broken. We find it difficult now even to supply the demand for oak, which is one of the standard stocks. For the last few months we have noticed an increasing demand and from now on will have to use a little more effort to find stock to supply the demand. The conditions at Nashville are not very promising as to supply. We are gradually getting away from the supply for the district. We find it harder to keep up stock all the time.

I don't think we will have any trouble in selling our output for the year. I am not very familiar myself with all the stocks in Nashville, but have simply been looking after our own and it is hardly fair to attempt to give statistics, except on cypress, and I am not prepared to present them.

President Carrier: We have with us today the ex-president of the Lumbermen's Club of Memphis, Mr. W. L. Crenshaw, who is trying to get out of the room. I would like to hear from him on the conditions of stocks in Memphis before the holidays.

Mr. Crenshaw: I am from Memphis and that is about all I know—that I am from Memphis. Mr. Brower was talking about the box people using strawboard boxes. I think that the lumbermen are hurting their own business by using iron in place of wood—iron beds. I know half a dozen lumbermen now who do not sleep on wooden bedsteads. We usually have a line of trade from the furniture people; if we would all go back to wooden beds we would get to sell more common oak.

The lumber conditions in Memphis are fair. Prices on gum are good. Plain oak is fair. Quartered oak is low.

In behalf of the Lumbermen's Club of Memphis I want to invite all you gentlemen to the meeting of the National Association of Box Manufacturers, which will be entertained by the Lumbermen's Club on February 15, 16 and 17. Gentlemen, we will be glad to see you all. I thank you. [Applause.]

President Carrier: We have another gentleman here represent-



R. G. PAGE, ASHLAND, KY., MEMBER EXECUTIVE GRADING COMMISSION



W. B. MORGAN, MEMPHIS, TENN., TRANSPORTATION AND FREIGHT RATES COMMITTEE



S. B. ANDERSON, MEMPHIS, TENN., PRESIDENT ANDERSON-TULLY COMPANY

ing one of the lumbermen's clubs in one of our large cities, Mr. A. E. Norman of the Norman Lumber Company, Louisville, Ky.

Mr. Norman: Gentlemen, Louisville is better represented here, I am sure, than by myself. Louisville is a younger market, perhaps, than some of these other markets in the way of stocks. We are mighty bad off in Louisville with the stocks we have. If we had a hundred and fifty million feet, like Nashville, I don't know what shape we would think we were in. Stocks in Louisville, fortunately, are not so very heavy and we feel pretty good about the situation to come. We are not having any big business now; we have not expected it so far this year; but we see some strong indications that we will have it. We have recently made a trip to one of our sister markets—Memphis, Tenn. We found that they felt just as good as we do and we are glad we went down there. We would be glad to have all of you come to Louisville. As a rule, you will find us pretty good feeders down there. I would like for every one to feel that way. I thank you. [Applause.]

President Carrier: We have with us today Mr. D. E. Kline of the Louisville Veneer Mills. He is ex-president of the Veneer association. Mr. Kline has just come into the room; I will say to him that we are having a discussion on the conditions of stocks, and being a veneer man, I thought might be able to say something of interest to this body of lumber manufacturers.

Mr. Kline: I don't know that there is anything that I can say to you that would be of interest. The veneer man does not accumulate very much stock. At the same time I believe that the stocks on hand at the present time are in excess of what they usually are at this time of the year and the demand has not been very great. There is a slight betterment of conditions that has come about quite recently and which we hope will continue.

President Carrier: Now, going up into the poplar regions, we will start out with Mr. Vansant. [Applause.]

Mr. Vansant: Gentlemen, the conditions of poplar in our section of the country is that stocks have been very limited and short. Stocks are very much broken in our section, not near up to what they normally are. Speaking personally, our business has been good since the first of the year, or, I might say, since the first of November; I have been surprised at the amount of business that we have been receiving. Everything looks satisfactory to us, and I hope we will have a larger stock for our mills this year than we had last. I understand we have a tide now, which may give us a better opportunity in the near future than we have now.

President Carrier: Representing the upper mountain country in poplar we will call on Mr. C. M. Clark, general sales manager of the Swann-Day Lumber Company, Cincinnati, Ohio.

Mr. Clark: So far as the poplar situation is concerned in our immediate section, I cannot speak for others. Individually we have just received a telegram that assures us of a big tide on in the Cumberland and I think in the Sandy, and, like Mr. Vansant, we still have hopes.

President Carrier: We will go a little farther up in the mountains and call on Mr. B. B. Burns of Huntington, W. Va. I understand Mr. Burns is not in the room. Is there anybody else up in that district here? Let us hear from Mr. Breece of Charleston.

Mr. Breece: Mr. President and gentlemen, the Charleston district used to be a good poplar country, but that day is gone, and in a very short time the local market in the Charleston district will be calling on the South for material. There is very little timber left there. A great many of the operations have been finished and the men gone out of business. We will have to draw on the South for our future supplies.

President Carrier: We would like to hear from Mr. E. L. Davidson of the Parkersburg Mill Company, Parkersburg, W. Va.

Mr. Davidson: Stocks in the eastern end of the state of West Virginia are fair. As to poplar in our particular section, we do not have any more of it to speak of.

President Carrier: Now, we will go over in the St. Louis district. I want to call upon Mr. W. W. Dings, of the Garetson-Greason Lumber Company, St. Louis, Mo.

Mr. Dings: The only really reliable statistics that we have are from the secretary of the Lumbermen's Club of St. Louis. Heretofore when I have spoken I have found it necessary to mention St. Louis as the largest hardwood market in the world. That fact is so well established that I think you will have to excuse me further.

President Carrier: We will have to call on Mr. Powe of the Thomas E. Powe Lumber Company, St. Louis. He was the only man that applauded Dings, so I will call upon him and let him tell us what Mr. Dings would not tell.

Mr. Powe: I think that subject was so completely handled by Mr. Dings that it leaves nothing for me to say.

President Carrier: We would like to have information as to the conditions of stocks in your market.

Mr. Powe: That is difficult to go into. Our district, however, does present a number of peculiar conditions. Up to within the last two or three months the building trades have done nothing



W. E. BERGER, ASHLAND, KY., POPLAR, BASSWOOD & BUCKEYE STATISTICS



C. L. HARRISON, CAPE GIRARDEAU, MO., STANDARD WEIGHTS COMMITTEE



THOMAS W. FRY, ST. LOUIS, MO., COMMITTEE ON COSTS OF MANUFACTURE

worth speaking of. The furniture trades have been quiet. There is a fristling demand for the upper grades, but a very poor demand for the lower grades. The railroads along in the earlier part of the year were using considerable stock, poplar, ash, oak, and, of course, pine; they also usually demand the best grade that they can purchase. Their trade, I am sorry to say, has fallen off in our district and up to January 1, or a little prior to that, our market was overstocked with low-grade stock of all hardwoods, but the upper grades have been scarce and are still scarce. It is pretty hard to tell just exactly the condition of the market. We are in a kind of go-between stage. Last fall trade conditions in the St. Louis district were pretty good. The furniture factories, however, have now opened up and are buying quite strongly, which I think is a very good sign. Our section having been practically flooded with rain in the last season, I hope there will not be an overproduction of low-grade stock and that the consuming market in that respect will improve. I think it will improve as to moving lower grades.

I cannot say that present conditions are especially good, but are as good as we can expect to have at this time of the year.

I hope the tariff disturbance we have in view will not worry prospective buyers. I hope it will be settled advantageously for us lumbermen regardless of politics and that we may look for good results from that tariff board that I see by the morning paper the president has appointed. I think if the tariff could be taken out of politics and stop affecting the minds of prospective builders and buyers of railroad bonds and stocks it would help our lumber market considerably in all branches of the trade. That is about all I have in my mind at present. [Applause.]

President Carrier: I wish to call upon Mr. M. L. Pease of the Galloway-Pease Lumber Company, Poplar Bluff, Mo.

Mr. Pease: I am not in a position to speak to you definitely about the condition of stocks except with reference to our own concern. There is very little manufacturing in our own immediate section outside of our own mill, except car stock. As I understand, most of the small dealers producing car stock are shut out on account of rain and high water. As to ourselves, we are having a good trade and a good demand.

President Carrier: We have with us one of the largest box shook manufacturers in the country. That industry is very closely allied to ourselves and therefore we would like to hear from Mr. W. B. Morgan of the Anderson-Tully Company, Memphis, Tenn.

Mr. Morgan: Mr. President and gentlemen, as a wooden box manufacturer, who for the last three or four years has had probably a little more than his share of troubles, I would say that I do not think there is any box concern in the country which during that period has made fair profits on the business done. In fact, I doubt seriously whether, if the box manufacturers were to charge off the regular depreciation, they could show any profit whatever on the business they have done. The substitute package, as you know, has had a very serious effect upon the box trade in general, and for a number of years—two or three at least directly after the panic—the box manufacturers were only able to operate at about fifty per cent of their capacity. At the present time I am glad to state that the factories are nearly all busy, but they are not getting a price for their product that will allow for a reasonable margin of profit. The talk that we have just heard from the membership has indicated that the demand for low-grade stocks is not what it might be, and considering the fact that the wooden box manufacturers are the largest users of low-grade lumber, it is not surprising that mill operators today find their stocks of low grade much bigger than they should be.

I do not see anything in the immediate future for wooden packages and I do not see under the circumstances how the sawmill operators are expected to secure very much higher prices for their low-grade lumber. I believe that the box trade will consume more than they have, but they cannot pay higher prices than they have been paying at this time on the business which they can secure. In connection with box work I cannot help but bring in a reference to Mr. Brower of the National Classification Committee. Mr. Brower is employed by a large corporation, and while his firm is indirectly interested in the wooden box trade, at the same time they are not interested to the extent of the time and money that they have spent in this work. Mr. Brower has devoted practically a year of his time, they paying him a big salary, in work for the lumber and wooden box interests. He has drawn no money at all from the fund that has been subscribed to carry on this work, but has done all this work simply because he took hold of it a year ago and has taken an interest in it. I think that he is the man that will handle the work and if money is provided for another twelve months' campaign I am quite certain you will see a decided improvement in the box trade and also in the demand for low-grade poplar. I will say to you that in my connection with this committee I have not devoted much time and work to it, because I have had my time taken up trying to market the output of several large box manufacturers, which was no easy job. I notice that all the lumber organizations in the country have subscribed to this fund for the protection of the hardwood manufacturers. This association, it seems to me, is more directly interested in the



A. P. STEELE, SARDIS, MISS., COMMITTEE ON SALES CODE



J. W. MAYHEW, COLUMBUS, O., POPLAR, BASSWOOD AND BUCKEYE GRADING COMMITTEE



A. LOVEMAN, LIEBERMAN, LOVEMAN & O'BRIEN, NASHVILLE, TENN.

welfare of the box trade than any other organization that we have. It is composed of manufacturers who are of that class and who are decidedly interested in finding a market for their low-grade lumber, and I feel that this association or its governing board, if it has the power, should authorize a draft being drawn in favor of Mr. Brower's committee in a handsome amount, to enable him to carry on his work. I will say that in speaking along this line I am talking more from the standpoint of a lumber operator than I am as a box manufacturer. To come right down to the box business, there is no box maker who cannot change over to making substitute packages with very little cost, and unless the wooden box trade improves I am quite certain that you will see more of the substitute packages put on the market in the next two or three years than have been in the past year or two.

The work of this committee has been hampering the manufacturers of substitute packages, for the reason that they do not know what action the railroads will take, and the manufacturers of these packages do not feel inclined to put in facilities and spend a lot of money to increase their trade when at any moment the railroad may change the classification or curtail their market; but unless this work is continued there is no doubt in the world that these people will put more money into this line of business, and we as box manufacturers will find competition much stronger in the future than we have found it in the past year or so. Under the circumstances I hope that this association will view the matter in the light that I think it deserves and will give their financial as well as moral support to the work which this committee has done. I thank you. [Applause.]

Mr. Vansant: I move that the efforts of Mr. Brower and of that committee be approved, and that a committee be appointed for the purpose of collecting funds to assist that organization. At present it will be almost impossible for us to appropriate money for that board out of the treasury, but I believe the members who are present here will subscribe liberally and bear their part. I make the motion that the efforts of Mr. Brower's committee be approved and that a committee be appointed for the purpose of taking subscriptions to aid them financially to carry on the work.

Mr. Morgan: Along that line I want to say that our firm has already subscribed as heavily or more heavily to this committee than any other firm in the hardwood trade. We have subscribed something like $650. I will say this, that we have so much faith in Mr. Brower and his work that we are willing to subscribe a further sum. I will say that we will start the subscription list with $100 right now.

President Carrier: I will duplicate it. Is there a second to Mr. Vansant's motion? If there are any other hundred-dollar subscribers here I will act as a member of that committee ex-officio and they can come to me. How many do you want on that committee—five?

Mr. Vansant: I think a small committee will be able to act more promptly. I will change my motion so as to make the president of our association chairman of it. He has plenty of time.

President Carrier: I want to have a good time, so let me appoint the chairman.

Mr. Vansant: I didn't understand it thoroughly until today, but we will subscribe. I have now become more convinced of its usefulness than I have been in the past and I think that others present here feel the same way. We will get this committee and I believe the right thing will be done.

Mr. Vansant's motion to appoint such a committee was now put and carried.

President Carrier: I expect to be ex-officio on that committee. Mr. Morgan will also be on that committee. I will announce the others very shortly. Do not be backward; do not force us to come to you and to drag this out of you. It is a good cause. It is something that we should do in order to move our low grades.

Mr. Vansant: I will give you a hundred dollars.

President Carrier: I will announce that committee very shortly. I made an announcement about a gum meeting to be held in room 320. I wish also to say that that includes manufacturers of veneers.

I will appoint as the committee on nominations Thomas W. Fry, C. L. Harrison and J. W. Mayhew.

We have not heard anything about cottonwood. We have here with us today one of the largest cottonwood manufacturers in this country. He is like some of the large poplar manufacturers—large in all ways. We wish to hear from Mr. Gilchrist. [Applause.] Mr. Gilchrist, we have been discussing market conditions and conditions of stocks in different territories and as to different woods. Now we would like to hear something in regard to cottonwood.

Mr. Gilchrist: As to our cottonwood condition, we think that it is a very excellent one, because since the first of the year there has been a considerable movement of stock. We have had an unusual year that has prevented operations in cottonwood because of the excessive rains. I do not think that we are going to have any 1907 prices, but I do think we are going to have a fair business, and we should reduce stocks probably, I would say, one-half of the normal production in that country. We are



RALPH MAY, MEMPHIS, TENN., ARBITRATION COMMITTEE



I. M. PLATTER, NORTH VERNON LUMBER COMPANY, NORTH VERNON, IND.



CLAUDE MALEY, EVANSVILLE, IND., OAK, ASH AND CHESTNUT STATISTICS COMMITTEE

not going to have very much trouble in disposing of it. The gum campaign that has been carried on in connection with cottonwood has found a market for a world of that timber. I think we will have no trouble in moving our material this coming year. I am certain of it in cottonwood and I think so in gum.

President Carrier: Is there anybody else that has anything to say as to the condition of stocks? I would be very glad to hear from any one. Information is greatly appreciated by the different members. Is Mr. Harrison in the room, Mr. Fry? Let us hear from Mr. Fry in regard to gum.

Mr. Fry: Gum is pretty good. Growing out of our advertising campaign, we have very largely increased the price and demand for Fast Red gum and are now carrying on a campaign for sap gum. It is commencing to get there. I have no doubt but what we will have a very good demand for all the gum that we can produce this year. Low-grade stock is commencing to move now. There is really not so much low-grade gum in the market as we all thought there was. Stocks in the consuming market are about thirty per cent less than we thought and we anticipate no trouble with gum.

President Carrier: I will say as a gum manufacturer that so far as red gum is concerned it is in good shape. Prices have advanced in great proportion.

In connection with some routine announcements, Secretary Doster stated that the following 1910 committees would hold over for 1911, viz.: On Transportation; On Defebaugh Memorial; On Standard Weights; On Forestry; On Cost of Manufacture; On Sales Code and the Executive Grading Commission. He further announced that the meeting of the Executive Grading Commission would be held in room 414 in connection with the Executive Board, immediately on adjournment of this session.

On motion of Mr. Vansant the convention now adjourned to 10:30 a. m. Wednesday, February 1, 1911.

MORNING SESSION, FEBRUARY 1

The convention met pursuant to adjournment, President Carrier in the chair, Secretary Doster recording.

President Carrier: Gentlemen, we have with us this morning a gentleman who is going to address us upon financial conditions, a man who was raised up in the country where such men as Mr. Vansant, Mr. Crane and Mr. Crawford and many other of our prominent members came from. He is thoroughly informed as to the lumber business and has come to Cincinnati as cashier of the Fifth Third National Bank Mr. Monte J. Goble. [Applause.]

Finances

When I see this gathering of lumbermen my mind naturally goes back a few years to when I put in my spare time on Saturdays, and a good part of my summer vacations, assisting in the measuring of logs as they came out of the Big Sandy, the Guyan, the Twelve Pole and the Kanawhas.

I see before me in this audience many men who at that time were beginning to engage in the lumber trade. When I think of the few short years that have passed, and realize that these men are now either millionaires or near millionaries, I know that there is very little I can say to such men on the subject of finance.

The subject is so broad that it enters minutely into the daily life of every person, and, in this country, very early in their lives, so that to attempt to say anything on the subject which you do not already know would be about as easy as to give you information relative to the lumber trade.

It might be well however to recall to your minds that the American Bank of today is in a certain sense, a public institution, although its shares are owned by individuals, the intimate and close relation to the life of the community it serves causes it more and more to take on a public character, and in passing I believe I may be pardoned if I say the splendid record of the government in overlooking and regulating the finances of the national banks of this country during the last fifty years is a showing well worth remembering, when we have brought before us for consideration the questions of what shall be done with our great interstate railroad systems and our gigantic industrial corporations.

Intelligent government control has proven to be for the interest not only of the public who have not been shareholders, but the interest of the shareholders who have been protected against mismanagement.

As experience has brought to its high development the office of the comptroller of the currency, which has had the regulation of the banks, so the Interstate Commerce Commission will shortly, and in the years to come, bring better results to the public and the shareholders alike by the better regulation of our railroads and other corporations.

There is a probability that Congress may shortly pass some satisfactory currency legislation that will give that necessary quality of elasticity to our currency which will enable our banks more effectually during the crop-moving periods, and at other times when the demand for actual money is greatest, to supply this demand by a properly regulated and natural increase in our currency; and now that the Currency Commission, through its chairman, Senator Aldrich, has given us something definite it is to be hoped that the subject will be given the best consideration, and that our financial machinery will be fully adequate to take care of the constantly growing burden of business credits. If it gets clogged the workmen become idle, just as the machinery of your mills and the men who operate them would if you attempt to push them beyond their daily capacity.

When we know the immensity of the figures represented in the clearings of our own city in one day, and realize that these amounts are only a small part of the financial transactions which do not enter into



FRANK MAY, MEMPHIS, TENN., OAK, ASH AND CHESTNUT STATISTICS COMMITTEE



RALPH McCRACKEN, CINCINNATI, O., MEMBER OAK, ASH AND CHESTNUT STATISTICS COMMITTEE



A. G. PRITCHEY, CHARLESTON, MISS., OAK, ASH AND CHESTNUT STATISTICS COMMITTEE

these clearings, and then in our minds think of the amount that must represent the business of the people of the larger cities, as well as of the thousands of smaller places in this country, and contrast these totals representing one day's financial transactions of the people of the United States with the estimated amount of actual money which is the basis of this system, we can easily believe the statement that less than 5 per cent of our transactions are in actual cash.

We can well understand, without laying it altogether to the increase in the output of gold; without censuring our people too severely for extravagance; without blaming the automobile, which, together with wireless telegraphy, I consider the greatest development of the last few years, that this constant increase in the use of these credit instruments, wonderful and useful as they are, become a menace should we reach a point at any time when the load on our system breaks it down.

For some time the best thought in this country has been endeavoring to get at the trouble and strengthen the system by remedying this weakness. In the meantime our financial institutions which have been managed conservatively have endeavored to look even more carefully into the affairs of their customers and assist them to arrange their business more satisfactorily. The year 1910, which has just passed, can well be styled "the year of readjustment," as the liquidation which has gone on quietly in that extraordinary twelve months' period has been remarkable. At the present time, according to the best authorities, many industries are carrying very small stocks of goods—that is, they are merely buying to supply daily or current demands, and are therefore not buying speculatively.

We should not be discouraged because business has slackened a bit. We must remember that we cannot push forward under full steam all the time. Although it is to be regretted when labor and capital are not fully employed, still these periods of slowing down are both necessary and inevitable. It is hardly possible for these periods of lessened business activities to last long. They bring about enforced economies, idle money accumulates, and naturally first finds its way into those channels of investment which offer the best security.

During the next six months the bond market should be good, as the requirements of funds for commercial purposes will be lessened. While rates generally will not likely be as high as the average for 1910, the demand for money will be stronger as the year progresses.

Shortly the supreme court will hand down its decisions in the important cases, which the public has been waiting for during many long months, and when it does, business will go on regardless of what the decisions may be, and doubtless we will wonder why we put so much stress on these questions.

The settlement of these questions will relieve the uncertainty in the minds of the people. With these uncertainties removed and the underlying conditions strengthened, I think it is safe to say that this big country of ours, with over ninety million people, will continue to carry on their business affairs in a cautious and conservative manner, and not only show a large growth in our domestic trade, and the further development of our great resources, but the time is not far distant when we will begin to demand a much larger share of the foreign business.

As a banker, I desire to congratulate your organization on the high standard you are seeking to bring about, and are attaining; in the manner in which you are demanding that the hardwood lumber trade is to be conducted, and the high standard of the men who compose your association; and we are glad that Cincinnati has been selected as your headquarters.

Banks, and the financial affairs of our country, are, to a large extent, dependent upon what the men who direct business affairs make them.

I hope to know you all personally. Gentlemen, I thank you.

Secretary Doster: Gentlemen, you will find on your chairs blank forms for "Stock for Sale" and "Stock Wanted." We will be glad to have every one of the members fill these in for the purpose of using them for the trading on the floor. As soon as they are filled in they will be collected and used for the trading on the floor, which will take place some time this afternoon, the specific time to be announced later.

President Carrier: Gentlemen, yesterday morning we heard the address of Charles E. Brower; later on, the talk of W. B. Morgan, these gentlemen being the president and secretary of the National Classification Committee of Lumber and Wooden Box Interests. Mr. Morgan and Mr. Steele will pass cards among you to enable you to make subscriptions to carry on that work. I sincerely hope that every one of you will subscribe in some amount, as the matter is important. If there is any one present who does not know exactly what it is I think Mr. Morgan can in a very few minutes enlighten you. Mr. Morgan, will you kindly do so? There may be some here who were not present yesterday. Tell them what the work is briefly.

At the request of Mr. Morgan, Charles E. Brower responded:

Mr. Brower: The work of the Classification Committee pertains to the readjustment of Rule 14 B of the Western Classification, No. 4849, which provides for the same rate of freight on commodities packed in paper or substitute packages as that applying to the same commodity packed in wood. That rule has had a very pernicious effect upon the low-grade lumber market, as it operates as an invitation to the manufacturer of low grades to produce no low grades or to girdle the trees that show any percentage of low grade. It would eliminate the box manufacturer from the market for low grades and do away with the largest customers you have for low grades. The provision in this regulation was adopted through a misunderstanding or through the apathy of the lumber interests, the latter being perhaps a better way of putting it. The lumber interests were asleep when the opposition put this [illegible]across.

We have been [illegible]



VAN B. PERRINE, FORT WAYNE, IND., WALNUT AND BUTTERNUT COMMITTEE



J. V. HILL, COLUMBUS, O., HILL TIE & LUMBER COMPANY



C. M. CLARK, CINCINNATI, O., CHAIR AND FURNITURE DIMENSION STOCK COMMITTEE

accumulate in the past four years. The box industry and the lumber industry so far as low grades are concerned have been very much affected by substitute containers. Over a year ago this committee began to educate the jobber, shipper, the manufacturer and the commissary departments of lumber concerns. I want to say right here that that is the most important feature of all. I will take this opportunity to suggest that if there are any of you in the hall who have not already instructed your commissary departments to absolutely refuse anything packed in paper or fiber or substitute containers, that you think the matter over and when you go home do it at once, because the principal power that this committee has exercised has been to educate the commissary departments of the United States against receiving anything packed in anything but wood. This is beginning to convince the small manufacturers that the lumber interests are alive to the necessity of taking some radical action. Unless this is done generally a congestion of the low-grade market must absolutely occur again.

Our primary subject, as I have before stated, is the expurgation from the Western Classification of Rule 14-B, which contains this unfair and unwarranted provision. It is necessary for us to have funds to keep up this work, because there is a powerful committee working against us, who have had provided for them a practically unlimited sum of money. The big cereal companies, the shoe case packers, the fruit jar people, and a large number of others who are utilizing these paper packages are, of course, supplying funds to the opposition committee out of their winnings. It is up to the lumber men, particularly the box men, to supply the funds to meet this opposition. The secretary of the opposition committee is a mighty clever and brainy man, who is employed at a large salary of $10,000 a year. The officers of this committee are not paid such a salary and have not asked you anything so far. The only think I ask you to do is to turn me loose and I will do what you want me to do; but turn me loose. If you will put in the hands of your committee a sufficient fund to enable us to prosecute the matter which we have in charge, which is one that you must realize is of vital importance, we will guarantee to expurgate the rule which is styled "Rule 14-B." [Applause.] I thank you.

President Carrier: The idea sometimes obtains that it is only the box shook lumbermen that are vitally interested in this movement, but we should all work together in this with the box industry, for the simple reason that the box industry is beyond question our greatest customer, especially for our low-grade stock, which is the hardest to sell.

Mr. J. W. Mayhew, general sales manager of the W. M. Ritter Lumber Company, Columbus, Ohio, will now address us upon the subject of "Salesmanship."

Mr. Mayhew: Mr. Chairman and gentlemen, if the writing and reading of this paper will bring a suggestion of profit to any one here, either manufacturer or dealer or salesman, I will be glad. If it causes any of you from listening to it mental anguish I will be sorry. If that mental anguish causes any of you to hold malice I ask that you direct it not toward me, but to your honorable secretary, and I wish he were here so that he could hear me say it. Here he is. He by his insistence compelled me to either writer this paper or to appear to shirk my duty in doing what I could to help this convention to be a success.

Marketing Lumber

To market lumber at the best price it must first of all be properly prepared. Logs should be cut as long as practical and profitable, considering the timber. It costs just as much to tram, handle and saw a 10-foot log as it does a 16 foot log, and the 10-foot lengths in lumber are neither as salable nor valuable as the longer and more desirable lengths. Therefore, the manufacturing end should help the selling end as well as itself by producing such lengths as the trade demands. The lumber should be properly edged and trimmed, carefully graded at the rolls, by one of the best, if not the best inspector employed by the company, and piled, not log run, common and better, etc., but on grade. When lumber is properly and carefully piled until it is cured and then sold on grade, the seller knows what he is selling, the buyer knows what he is buying, and each should be satisfied with the sale and purchase. When one man sells to another common and better it is but natural for the man who buys this mixture to guard his interests the same as if he were buying a "pig in a poke." He will, in making either purchase, be on the safe side, the seller as a rule being the loser.

There should be a complete and helpful harmony between the manufacturing end and the selling end. The man who sells the lumber should be as familiar as possible with the conditions at the mill end and should always bear these conditions in mind when making sales, thus preventing as far as possible putting unnecessary loss and hardships on the mill, unless, of course, he protects his company by getting a sufficient advance in price on the lumber sold to justify the extra expense and trouble. The millmen, especially the inspectors, should appreciate that the salesman's work is not a bed of roses and in shipping out his orders should never fail to use extreme care in seeing that the stock is properly graded. A few low-line boards in a car will form a nucleus for a complaint which would not be made had these low-line boards been left out. An inspector should be instructed to put into a car only such lumber as he himself would accept for the grade shipped if he were receiving it. Care on the part of inspectors in loading will bring to the salesman and the company additional orders at much reduced cost of selling. The other day I received a letter about careful loading of lumber, written by a live and fair wholesaler, from which I quote:

"Human nature, as you have no doubt observed, is much the same the



EDWARD L. DAVIS, E. L. DAVIS LUMBER COMPANY, LOUISVILLE, KY.



J. J. LINEHAN, PITTSBURG, PA., RESOLUTIONS COMMITTEE



T. J. MOFFETT, CINCINNATI, O., MAHOGANY GRADING AND STATISTICS COMMITTEE

world over and is largely guided by first impressions. A small amount of poor lumber on top of a shipment, whether tallied or thrown in without charge, will start trouble, though the balance of the car be fully up to grade. On a customer's first impression much depends. If the car opens up well the customer's inspection is likely to be fair and reasonable; on the other hand, if the car has been carelessly loaded, and the top courses show low-line boards, the customer gets a bad first impression, the result being, most always, a complaint—he being likely to ask for and insist upon a reduction much greater than he is actually or fairly entitled to. This is also human nature. It is very important to see that the car is nicely loaded, that the stock is up to grade, and that line boards, whether tallied or not, shall not appear on the top of any shipment."

Territory and Salesmen

The question of territory should be carefully considered by every firm having lumber to sell. There are two avenues through which lumber may be disposed, that is, foreign and domestic trade. Unless a firm is represented abroad by its own salaried employes, or unless it handles its lumber through high-class brokers, it will do well to let the foreign trade alone. Above all things, consignment of lumber abroad should be discouraged. It will not only bring, except in a few instances, small returns to the shipper, but it demoralizes foreign markets and similarly affects the markets in this country. The firm who in working domestic trade gives a salesman a large territory which he cannot properly work makes a serious error. A man can make more money on a piece of ground large enough for him, by exerting every effort to properly tend, than he can on a piece of ground so large that he cannot give it the proper attention. Small territories closely worked where the house, salesman and customer deal fairly with one another, will bring much more profit than large territories improperly handled. Don't make the mistake of thinking that the salesman who produces for you the most business is necessarily the best man. Conditions in different territories should be carefully considered. We are too prone to praise the salesman who sends in a large number of orders each month, regardless of the conditions and demand in his territory, and think too little of the hard-working, discouraged fellow whose territory will not, because of the demand, produce so large a volume of business. Work hardest and closest the territory which is, because of freight rates, natural to your mill.

In employing salesmen effort should be made to secure sober, bright, energetic, honest, enthusiastic men with clean records, who not only know the grades of lumber but who will be an honor to the concern for which they travel. With this kind of a salesman it is the best duty of the house to furnish him with information, properly and carefully gotten up, to enable him to intelligently and profitably sell the lumber which they have to offer. This means that he is not to be furnished with information gotten up in poor form in the way of innumerable typewritten letters which he may receive from day to day, but should have the information furnished him in a concise and compact form, the party employing him bearing in mind that sales depend largely on the manner in which information, as to stocks for sale, is placed before the salesmen.

To this end each pile of lumber at the mills should be marked as to thickness and grade and the date on which it is finished. At the end of the month a careful inventory should be taken by the manufacturing end of the business, showing the amount of dry and the amount of green lumber of each thickness, grade and kind on hand. This information should be furnished to the sales office, who should deduct from it all orders on hand, except, of course, contract orders which are to be filled from later production, and the information thus obtained should be given in the form referred to above to each salesman, as near the first of each month as possible. He should be furnished from day to day with a list of sales that have been made, which he should deduct from the stock sheet furnished him, keeping fully advised each day of the exact condition of stocks which he has to sell. This method guards against the sale of stock which has already been disposed of and prevents the sale of orders which cannot be filled promptly.

Salesmen should be furnished with order forms properly gotten up. The best I have seen is one having four sheets: one white, one pink, one yellow, one tissue. The salesman sends the white and pink copies to his house, leaves the yellow copy with the customer and retains the tissue copy in his book for record. The house acknowledges the order to the customer by pasting the pink copy into a blank space on a regular acknowledgment form, thus forming a quick and accurate way of acknowledging to its customers the acceptance of an order. These order forms may be printed at little cost and are far superior to stock order books purchased from book stores. I have been surprised to see that firms handling considerable lumber use order books purchased from book stores which do not suit the requirements of their business.

Salesmen should also be furnished with a typewritten statement showing the credit their house is willing to extend to each of their customers, the customer's indebtedness and the number of orders on file for him. He should also be advised of customer's failure to pay bills promptly, request for renewals, or other shortcomings. In other words, the salesman should be as fully informed about the lumber he has to sell and information the office has about customers as the office itself. A salesman, in turn, should give his employer all of the observations he makes in his territory, both as regards his customers and conditions generally. He should remember that no matter how efficient he may be in other respects he is a source of loss instead of a medium of profit just so far as he, either because of ignorance or neglect, burdens his firm with uncollectable and troublesome accounts.

The hard-headed dealer who is hard to sell and who discounts his bills does not need watching. The man to look out for is the one who places his order with a lavish hand, indicating his belief that a wholesale retirement of manufacturers and jobbers is imminent. Some of those present remember such a buyer in this city who states in a meeting of his creditors that he could have beaten some of them worse than he did, as they threatened to sue him if he didn't take the lumber, after he had canceled the order. A salesman should keep an eye on the business of the man to whom he can sell without much effort, advising his house immediately of any evidence of waste, lack of system or bad management which he sees or about which he hears. It wouldn't be amiss for him to quietly watch the business of the fellow who is a lavish spender, however prosperous he may appear.

One of our men, and we have more like him, who last year sold an average of fifty-one cars per month, points with pride to the fact that in his over seven years of service with our company he has lost on but three accounts, the total loss being $946.63, some of which may yet be recovered. He is always careful to give our credit department in detail all information he obtains concerning the financial standing of any of his customers.



C. R. MENGEL, LOUISVILLE, KY., MAHOG ANY GRADING AND STATISTICS



CLIFF S. WALKER, CINCINNATI, O., ONE OF THE HOSTS



J. A. BOLSER, CINCINNATI, O., ONE OF THE HOSTS

A salesman should keep thoroughly informed about the rules governing the inspection of lumber. It is an easy matter for him to study his grading rules and to apply to the lumber the knowledge thus obtained. A good salesman should know more about his lumber than the man to whom he sells. It takes enthusiasm and energy on the part of a salesman to study and keep posted on lumber grades, but enthusiasm pays. Knowledge of grades as well as your stocks is necessary in the successful marketing of lumber. An energetic salesman who knows his grades and has the ability to go through a customer's factory, studying that customer's requirements, fitting the grades he has to them and selling the customer lumber that will be profitable to him, is the fellow who will sell the lumber and get the price. The salesman who does this is worth far more money to his employer than the man who works along the lines of least resistance by selling his lumber in warm office buildings where he can call on trade all day without even the necessity of going out of the building for lunch.

A lazy, indifferent salesman, whose thoughts are on things other than his lumber sales, will take but few orders from a customer except for that customer's immediate needs, and will only get those few by making a low price. Enthusiasm in a salesman begets enthusiasm in a customer. He must know his business, must be honest, truthful, fair to his house, as well as to his customers, and must work if he wishes to hold trade, get new trade and draw a bigger salary than the common average salesman.

By enthusiasm I do not mean that he should out talk everyone around him. Many salesmen talk too much, both in describing their goods and getting into arguments with their customers about politics, whether a Chinaman should cut off his queue and similar subjects. It is well to let the customer do some of the talking as long as the talk is not detrimental to a sale. Should the customer drift to another line of talk, tactfully lead him back to the consideration of the purchase of lumber. He may sell himself if the salesman gives him a chance.

There is a psychological moment which should not be overlooked by a salesman attempting to make a sale. This is nicely illustrated by Mark Twain's story about attending a missionary meeting. The preacher enlarged upon the missionary cause and Twain decided that it was his duty to put twenty-five cents into the contribution box when it came around. The preacher continued to talk, and Twain, mentally, continued to raise the amount he intended to give until it reached $20, all the money he had with him. He decided later, not only to give the $20 but to borrow $20 from his neighbor, giving $40 in all. Twain, in relating the story, said that right then was the psychological moment for his $40 to leave him, and time for the preacher to quit talking, but the preacher continued talking and Mark went to sleep. He was awakened by some one punching him with a contribution box. The sudden awakening addled his brain, and thinking some one wanted to give him something, he took fifteen cents out of the contribution box. The preacher's talking too much cost the missionary cause in that instance just $40.15. No more suggestions about the quality and fine points of lumber than is necessary to make a sale should be made. When a sale is consummated the salesman should stop praising his lumber. If he doesn't his continued talking may cost his firm more than $40.15.

One of the necessary things in handling salesmen is seeing that they are as free as possible from worry. Even the most optimistic of men are likely to become discouraged under the "beat" pressure which they meet hourly each day, especially if they tramp through rain or snow all day or for two days without getting an order, and a cheering word or letter from those in authority is good business-getting tonic for any salesman and tends to offset the depressing influence of buyers who are trying to get their lumber at the lowest possible price.

The most justifiable kick a salesman ever makes is when another salesman from his house cuts the price when he remains firm. Every time a salesman, even though with authority from his house, cuts his price he lessens his earning powers for himself and for his employer. Any shrewd buyer, and there are many, will soon know the price-cutter and they will soon be putting a price on such salesman's goods. Because some weak-kneed salesman has made a low price is no excuse for another salesman going him one better. If each seller follows such a ridiculous plan the price on all grades of lumber would be reduced every time a sale is made. Make your own price on your own lumber. Don't let the buyer make it for you. Buyers seldom call attention to the other fellow's high prices, but they will turn down letterheads and show lower quotations made under various conditions. The quotations may be based on an error in freight or it may be low in order to adjust some former complaint. A customer may show you an order taken by a salesman with the understanding that it is subject to the acceptance of the home office. The home office may have refused to accept the order, but the customer still uses his copy to frighten salesmen and to "bear" the market. The firm making the quotation may be unreliable or they may be quoting intending to ship a poor grade, short or narrow lumber, or mixed grades. Prospective buyers will show copies of invoices on which prices of some grades are extremely low. They will not tell the salesman, however, that the invoice covered a contract sale made long ago of which the seller is today ashamed. I repeat, let the other fellow quote his price. You quote yours. One of the best salesmen I know never reduces his price when once made. His trade knows him to be a hustler, truthful and reliable. They honor and trust him. He has confidence in and knows the lumber he sells and doesn't misrepresent it. He knows his lumber is worth the price asked. Asks it, and gets it. Some salesmen haven't backbone enough to ask a fair price. When they call on a prospective buyer to sell him lumber, what little backbone they do have changes to gristle. Instead of asking the price the lumber is worth, they cut the low price, of which they have just heard, another dollar. If this is your system, change it today. If you won't change it, then find out if the man to whom you are talking would buy your lumber at any price. If he isn't in the market, keep your low price to yourself instead of quoting it, thus helping to hold up the price named by a salesman whose backbone has not lost all of its sustaining qualities.

You have all seen [illegible] car trailers. If one be fastened to the car pulling it with a 6-foot chain, damage will likely be done to both cars. The successful running of each car is hindered. If the trailer be coupled closely to the car pulling it there is more comfort to the passengers and little or no danger to life and property. If you are going to be a "price-cutting" trailer at least couple up close to the price-getters who are pulling you. I [illegible] who recently sold a man some 4x4 1s and 2s red oak at $54 on an 8-cent rate from the river. The seller saw him a few days ago and asked him how the stock suited him. He replied, "It was all right, but I bought a better carload at $48 after I bought yours."

The trailer who sold him at $48 was too far behind. He was connected with the [illegible] by a chain 86 long. He could just as well



F. W. MOWBRAY, CINCINNATI, O., ONE OF THE HOSTS



R. T. WILSON, NASHVILLE, TENN., WILSON LUMBER & LAND COMPANY



H. FUGATE, RICHLANDS, VA., H. FUGATE COMPANY

have shortened up the connections and gotten $53 per M., adding $5 per M. to his profit and loss account, not only on the first car but on the three additional ones which he sold to the same party immediately after the arrival of the first car. He seemed to be making an effort to sell a large number of cars.

I was one day talking to a member of a firm selling mill supplies. One of the partners, who was on the road, telegraphed that he had sold a $3,000 bill of goods. The young partner, who was an energetic and sensible fellow, telegraphed back, "What did you make on it," saying to me that he wasn't interested in the volume of business so much as he was in the profit of it. More of us would be better off if we kept this one salient idea before us.

I, at first, decided to pass, in writing this paper, the subject of expense accounts, but find that it cannot well be omitted. Many manufacturers do not consider it advisable to be too particular about the expense accounts of their salesmen and many times knowingly pass what they consider extravagance on the part of a salesman. They do not fail, however, to figure up the cost of the salesman's business by adding together the salary and expense. Most employers prefer paying their employes salary rather than expense, which has been paid out because of extravagance to a third party. Each salesman should spend the expense money entrusted to him by his employer even more carefully than he would spend his own, bearing in mind that his salary is likely to be increased in the same proportion as his expense is reduced. He will profit by this method instead of the third party to whom he pays the money.

A large manufacturer whom I know keeps his record of the cost of sales of each of his salesmen by car and by thousand feet as follows: (1) For salary and expense; (2) for allowance made to customers in each salesman's territory; (3) under list caused by salesman's error in figuring freight rates, etc. This record of territory is kept from year to year and by referring to same and considering certain changes he is able to compare the work of one man with another or any one salesman's record one year with another with a fair degree of accuracy.

But low cost of selling or volume of sales does not necessarily prove a salesman's value to his company. The other day a man told me that he had sold all, and the amount was large enough, of a certain low-grade lumber that his employer had at a cost of less than four per cent. I asked, "What did you get per M. f. o. b. Ohio river points for it?" He replied, "That's always been the principal point with you," and he was right. When one of our men tells me of a sale I assume that the customer's credit is good, that we have the stock and can ship within the limit of time specified on the order, and I want to know, first of all, what did it bring? You can give your lumber away with a postage stamp and sometimes without it. The salesman who is a money maker for his company always has in mind low cost of selling, volume of business, the highest obtainable or near to it, and the faculty of getting orders for the kind of stock of which his employer has large amounts, instead of orders for stock which is easy to sell because of its scarcity and the demand for it.

PRICE CUTTERS

Marketing in its true meaning is the passing of commodities from one person or persons to others for an equivalent in goods or money. An equivalent is something of equal value. If any manufacturer here is guilty of trading one dollar's worth of lumber for less than 100 cents he is a poor trader. The more his selling price is under that 100 cents the sooner the sheriff or the receiver will be doing his trading for him. No man has a right to sell his lumber at less than it is worth. What! Can't a man do with his own lumber what he pleases? Yes! legally he may, morally, he cannot.

I make some quotations in this paper from "Men Who Sell Things" by Moody, one of the books which I read with interest last year. Any merchant or salesman will be profited by reading it.

Mr. Moody says: "Every time a manufacturer, wholesaler or salesman knowingly or otherwise cuts to beat a competitor's price and thus gets his business he either establishes or aids and abets a practice that is widespread in its destructiveness to commercial interests in general. Such methods are at once illegitimate and unbusiness-like and therefore unqualifiedly wrong. No man has a moral right to undermine the work of others all around him who are honestly engaged in their efforts to become successful. The quicker the 'price-cutting' salesman is forced out of the profession the better. If it is his house that is guilty the sooner it fails and goes into bankruptcy the better for the common good of others engaged in its line."

I do not mean, neither do I believe Mr. Moody meant that every salesman or firm who sells lumber at a lower price than some other firm is a "price-cutter." The persistent cutting of prices are long on certain stocks, to reduce their price on same when they know their lumber is worth more than the price at which they are compelled by the "price-cutter" to sell. As there is no combination fixing a price on any grade or kind of lumber the selling price of different manufacturers will always vary according to the understanding by each seller of the market value. There are many men or firms who do not have a sales force and who are not always correctly advised as to the price they should get for the different grades and kinds of lumber which they have. They would get the price if they knew. They can hardly be called "price-cutters."

I believe this association should publish a "Market Condition" monthly and the prices shown should be those obtainable, regardless of what they may be, or the effect we think such publication may have on the market. Show the price current today on any particular grade or kind of lumber, giving the minimum and maximum prices obtained by different manufacturers, giving at the same time, for the benefit of the small millmen, the opinion of the larger manufacturers who may be holding some of their stocks for a price, naming it, which they think it will bring later.

For example, show today's market conditions on 4x4 poplar panel and No. 1 23-27 inches wide at $105 to $110 f. o. b. Ohio river points, at the same time advising if large holders of this wide poplar are holding their stocks and the different prices which they think same should bring.

The market condition, as published today, amounts to little either to the buyer or to the seller. I have had men ask me what we were getting for certain grades, saying that they wanted to get what their lumber was worth and had no reliable method of ascertaining the true market value. I suggest that a meeting for informal talks about sales, where questions could be asked freely, would be of material benefit to manufacturers who do not have many, if any, salesmen in their employ. If a seller is to get the market price it is necessary for him to know what [illegible] and buy up lumber for his employer was in my office a few days ago. I asked him if the small millmen knew much about market values. He replied, "No, they don't, and if you offer some of them cash down, agreeing to ship the lumber right out, you can almost buy at your own figures." He said once in a while he found a man who was informed. Under such conditions he found it difficult to buy his lumber so as to make anything on it. I asked him what profit he thought he ought to [illegible]



THOMAS L. ROSS, PRETORIA, GA., RED CYPRESS LUMBER COMPANY



J. K. WILLIAMS, FAYETTEVILLE, TENN., WILLIAMS LUMBER COMPANY



H. PAEPCKE, CHICAGO, ILL., PAEPCKE-LEICHT LUMBER COMPANY

that his firm didn't handle much lumber bought by him on which they did not make around $10 per M. If all the millmen were properly informed as to the actual obtainable price, only the fellow hard up for cash would sell at a price giving any buyer a profit anything like $10 per M. This would make it much easier for manufacturers who are trying to get the worth of their lumber, as the thorn in the side of the price-getters is uninformed millmen. As suggested above, the price named need not necessarily be a set figure, as the prices in different sections will vary. Show the high price that some are getting and the lowest price at which any sane man is selling: let each manufacturer strive for the high price and each call himself a "price-cutter" if he sells below the lower one.

Advertisements showing large amounts of lumber, whether on hand or not (especially if not), are detrimental to price-getting and inducive to price-cutting. Some men advertise for sale anywhere from a carload to a million feet of some grades of lumber, and at the very moment they are advertising these large blocks of stock they are trying to buy the same grades they are advertising for sale. The consuming manufacturer, not knowing that they are attempting to buy and thinking all the stock offered for sale is actually on sticks, gets the wrong impression and thinks that the country is full of the kind of lumber he needs in his factory. Stop listing large amounts of lumber. At least don't list more stock than you actually have.

I assume that all lumber men and those connected with the lumber business are striving for profit. This is the difference between the whole cost of doing business and the net receipts. Many seem to forget this when selling lumber. Some manufacturers, like the "trailer" referred to before, sell at any price, their main idea being to sell. They seem to figure, if they figure at all, only part of the cost. I know some wholesalers who, when they buy a car of lumber cheap, simply add a small margin to sell. Had they acted wisely they would have sold at full market price, realizing two or three times as much profit. If lumber costs some dealers delivered to some point $40 and they sell for $42 they say they have made $2 per M. or $30 on the car. They forget the office expense, the traveling expense, office help, investments, insurance, loss of accounts, etc., in their calculations. In figuring profit on every sale there is more than one thing to consider. Each millman in selling his lumber should not forget to add the following items in his cost:

1. Stumpage: not at the price he paid for it, if he bought it cheap, but at the price it is worth today. Some men would make more money selling their stumpage and pocketing the difference between the price paid for and what it is worth today than they will make by putting the timber through their mill.

2. The interest the money invested in timber, mills, railroads, etc., would bring if loaned out and secured by gilt-edged security.

3. Annual depreciation of mills, houses, lumber, etc.

4. Labor cost per thousand in the production of lumber.

5. Loss because of bad accounts which every man selling lumber will sustain.

6. The probability of loss of mills, houses and other property by fire.

7. Fixed or overhead charges, such as salaries of general men, advertising, taxes, insurance, rent, general expense, stationery and supplies, postage, rights of way, cruising, timber tracts, some of which you may not buy, and innumerable other items which I might continue to name.

The trouble with many of us, when making a sale and figuring profit, is that we are too likely to forget some of the above and other charges which go to make up the actual cost.

If you are not making six per cent interest on the money you have invested, plus your salary, plus enough additional profit to more than guarantee your possible losses by fire, failures, etc., sell out. Go to work on a salary, invest your money in good securities, avoid worry about possible loss, be happy yourself and make the price-getting dealer happy also.

Mixing Grades

The mixing of grades by manufacturers for any purpose is detrimental to the best interests of the lumber manufacturing business, and I presume will continue until all manufacturers will agree to refuse to sell a car containing mixed grades. Such an agreement as this, made by all lumber manufacturers, would not only help them financially, but the consumers of lumber as well. Both should hail the day when an agreement of this kind is consummated.

Terms of Sale

The question of terms of sale is a difficult problem to solve. I hope this question will be so thoroughly and profitably discussed at the Sales Managers' meeting, which is to be held in Chicago the coming month, that something like a uniform set of terms will be used by each shipper. The more concessions a firm or salesman makes in the way of terms to buyers the farther away from a uniform set of terms we will be. If a buyer purchases lumber from one firm on ninety days' time today, he will want, and probably will get, four months from another tomorrow. There must be a halt called somewhere, and the sooner it is called the better.

Complaints

The question of complaint on shipments is another difficult problem. A salesman is not the best person to adjust a complaint. He, as the phrase goes, is "between the devil and the deep blue sea." His house pays him his salary and he wants to treat them fairly. His customer is the one who gives him his business, and without the business he could not hope to continue drawing his salary. He will therefore lean towards his customer in making a settlement. If he does not, he is an exception to the rule. Little differences can be settled easily by correspondence; large ones are better settled through a third party. It is hardly fair to a salesman to compel him to take stands against his customer, as he frequently must do, in making adjustments and then expect him to get further business from that same customer.

Freight Rates

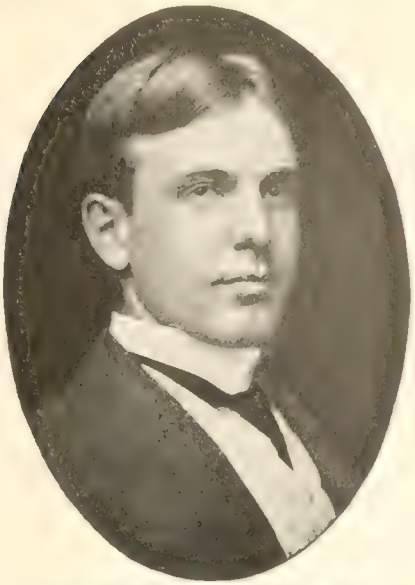
The question of freight rates and railroad claims is one that I believe receives too little attention from most lumber manufacturers. Large firms have their traffic managers and watch this feature of the business closely. No lumber manufacturer, however small he may be, should fail to check closely each of his expense bills to see whether or not he has been overcharged in either rate or weight on lumber. A carefully compiled list of freight rates from mills to points in each salesman's territory is not only essential to the salesman, but for use in checking freight charges as well. There are many dollars to be saved by each manufacturer if he will watch the question of rates and claims closely.

Contracts

I don't want to close this paper without expressing my opinion about contracts. I don't think much of contract sales. I do not mean by



GEORGE F. RIEL, MEMPHIS, TENN., PAEPCKE-LEICHT LUMBER COMPANY



E. H. LUEHRMANN, ST., LOUIS, MO., C. F. LUEHRMANN HARDWOOD LUMBER COMPANY



LEON ISAACSEN, COAL GROVE, O., YELLOW POPLAR LUMBER COMPANY

that five to twenty-five cars for immediate shipment, but a contract the delivery of which is strung out through a period of nine to twelve or more months. If lumber goes up, the buyer insists on having his "pound of flesh." If it goes down, he either holds up the shipment, cancels the order, or, by complaints, makes the shipper wish he had. What do you do in such a case? Sue your customer and compel him to take the lumber or comply with his request? Any one present who has sued customers and compelled them to take lumber according to contract, stand up. I want to see you.

President Carrier: I would like to announce that the date of the meeting of sales managers to be held in Chicago has been changed to February 23.

First Vice-President Frank F. Fee now took the chair by request of the president.

Vice-President Fee: There are some important matters that we want to push through and get off our hands, but first I think Mr. Mayhew should be complimented for his excellent and energetic paper on this subject. He has taken the matter up in the way that it deserves.

I desire to say that three of the speakers who were expected to be here are unavoidably detained. Messrs. Mershon and Baker, however, have sent their papers here and they will appear in our proper publications. Mr. Thwing, however, has been detained by sickness.

We come now to the next order of business—reports of committees.

Mr. Vansant: Mr. Chairman, the chairman of the Executive Grading Commission desires to make a report. There has been heretofore an agreement made between our association and a rule adopted in connection with grades used by railroads and ordered through their purchasing agents, and in printing the rules we have found it a little inconvenient for the railroads to make a distribution of them to the master car builders and the Maintenance of Way Association members. So it has been rearranged with practically no change in the wording, so that it will be printed differently. I move that the printing on this plan be adopted.

The motion was seconded and carried unanimously.

Mr. Vansant: There has been a question up before this association with regard to changing the grade of sound wormy chestnut, but this cannot be done nor printed without consultation with the Eastern States Retail Lumber Dealers' Association and the New York Lumber Trade Association. Your committee has prepared a rule on this question, which I think will be acceptable to every lumber manufacturer and user of this wood. The report is signed by the committee. Now, this cannot be adopted and put in force until we get the consent of the New York Lumber Trade Association and the Eastern States Retail Lumber Dealers' Association. I believe, however, as I have had conference with that committee quite often on that question that this rule might be entirely acceptable to them, and I move that the Executive Grading Commission and the Executive Board be authorized to continue negotiations and when any agreement is reached to have it published as our rule.

The motion was carried unanimously, after being duly seconded.

A member: Many of us would be glad to get something to eat. Let us adjourn for lunch.

Mr. Vansant: We are not quite through, I want to finish my job. There has been, with reference to dressed lumber, a question as to what should be considered bright sap. That matter I move to refer to the Executive Grading Commission and Executive Board in order that when an agreement is reached with those parties who constitute that committee the agreement as made for it be published.

The motion was seconded and carried unanimously.

Mr. Vansant: You are all aware, as the president referred to it in his address, that we made an agreement with the eastern people in regard to this rule. I hope every manufacturer will be careful to stay within the rule until we get all these matters working satisfactorily. [Applause.] I thank you; I am done.

Mr. Delaney: Are you going through with these committee reports now? It was quite difficult this morning to get the delegates in here and I am afraid if we take a recess we will meet the same difficulty this afternoon. May I ask about how much longer it will take to go ahead now? If it will take too long we will probably have to get something to eat.

Secretary Doster: For the information of those present I will state that the Committees on Statistics or Prices will not make their reports in the convention, because they have not all finished their work, but they will submit their reports to the main office after they leave or before they leave to the office in the registration room near the elevator. There will be reports from the following committees presented, namely, Transportation & Freight Rates, Standard Weights of Hardwood Lumber, Forestry, Costs of Manufacturing, J. E. Defebaugh Memorial, Sales Code, Arbitration, Resolutions and Nominations.

Mr. Vansant: I will dispose of one of them just now the



W. B. BARKSDALE, MEMPHIS, TENN., BARKSDALE-KELLOGG LUMBER COMPANY



J. S. GARETSON, ST. LOUIS, MO., GARETSON GREASON LUMBER COMPANY



N. L. HEATON, CINCINNATI, O., ASSOCIATION CHIEF CLERK

J. E. Defebaugh Memorial. We have made an arrangement with reference to that and we ask further time to make a report. Our committee has had a meeting. We are to take it up in connection with the other associations. We have attended a special committee meeting and conferred with them.

Mr. Townsend: I think probably the reason that we had so much trouble getting the people together this morning was because we did not meet at the schedule time. It does seem to me that if we want to get along well in this convention work we ought to run on schedule time. We adjourned to meet at 10:30 and were not ready to meet until nearly 12 o'clock. It does seem to me that we will hardly be able to hold these people here till you get through. So why not adjourn to meet at a specific time and then meet at that time? Will you come back, gentlemen, at three o'clock if I make a motion and it carries?

Vice-President Fee: Make it 2:30. We will need all the time.

On motion the convention adjourned accordingly to meet at 2:30 p. m.

CLOSING SESSION, FEBRUARY 1

The convention met pursuant to recess, President Carrier in the chair, Secretary Doster recording.

President Carrier: We will now have reports from the different committees. Mr. Doster will announce the committees.

Secretary Doster: Committee on Transportation, W. E. Weakley, chairman. Is Mr. Weakley in the room?

Mr. Mayhew: Mr. Weakley has just left for home. Who is the next man on that committee?

Mr. Vansant: I move that that committee have further time to report and they can report to the Executive Board at any time that they have a report of importance to take up.

Motion seconded and carried.

Secretary Doster: Committee on Standard Weights of Hard wood Lumber, W. [illegible] Delaney, chairman.

Report of Committee on Standard Weights

Mr. Delaney: I just want to call our attention to a recent decision of the Interstate Commerce Commission in the case of William Noble versus the Detroit & Toledo Short Line, decided on December 5. This decision holds that no estimated weights will be taken at all against a railroad, so that all the work of this committee so far is wasted, unless we are able to do something to meet this decision. I understand that a number of claims have been returned since this decision was rendered, making reference to the decision, not that the railroads absolutely decline to take estimated weights as against scale weights, and the commission has decided with the railroads, so that regardless of what evidence we may be able to produce as to the actual weight of the commodity, it will not stand against the actual scale weight. I think this is a matter of sufficient importance for the association to investigate and see what is the evidence that was produced in this case and if additional evidence can be produced on a rehearing to have it done.

Mr. Mayhew: I discussed that same subject with Mr. Weakley and he, like most anyone else, was led to believe that the evidence presented must have been ridiculously weak. I believe it is important that that thing be investigated in order to find out what evidence was put in and if necessary new evidence brought out and more attorneys employed. The railroads over which we ship were very careful to send to our Mr. Weakley a copy of that decision, calling his attention to the fact that he might have overlooked it.

President Carrier: This is very important. I should think that our Transportation Committee of which Mr. Weakley is chairman should look into it very carefully. I believe that next month there is to be a meeting of the traffic managers in Chicago I think Chief Leonard Bronson. I think that is something that should be called to their attention at that time.

Mr. Mayhew: Our Mr. Weakley expects to bring it up at that time.

President Carrier: Of course, if we do not do it, all those who have sufficient lumber to justify it will have to put in scales. I have lumber scales myself at the mills. We know that the railroads just stack the stuff across a pair of scales and very frequently get ridiculous weights on lumber.

Mr. Delaney: I move that that be referred to the Traffic Committee.

Mr. Townsend: We have a B. & O. weighmaster present. I would like to hear what he has to say about that before we vote.

Mr. Yates: That strikes me as being the most ridiculous thing I have heard of, for the commission to decide a point like that. I happen to have been a weighmaster for two years myself before I was introduced into the lumber fraternity. It was at a coal billing station. We were always as careful as we possibly could be, but any one who has ever had any experience in that line knows that if he wants to keep his coat on and hold his job, the [illegible] people won't stand for a weighmaster dictating to them. I have seen cars time after time

passed over the scales when I knew absolutely beyond a question of doubt that the weight was not correctly recorded.

President Carrier: Did you make the weight in that case?

Mr. Yates: I know that to be an absolute fact, because I have done it myself. I had to in order to hold my job.

Mr. Powe: I can give you an illustration equally as good as that and possibly better, because there is more assurance to it than his partial case. I have eleven instances on my books last year where the weights varied on reweighing and I paid on the reweight.

Mr. Mayhew: Mr. Powe says that he found where one scale weight was incorrect by following it by another. In a case that was decided in favor of the plaintiff, but in another case—I do not know whether I can refer to the gentleman so severely—but he had the nerve to refer to that one in deciding the other one.

The chair now put the pending motion to vote to refer to the Traffic Committee and the motion carried.

Secretary Doster announced that the report of the Committee on Forestry would be presented by W. B. Townsend, chairman.

Report of Forestry Committee

Mr. Townsend: What do you want? (A voice: "What have you got?") Of course, I do not want to make a speech and know you do not want to be detained; but I don't know what you do want.

President Carrier: There is nothing especially wanted. I stuck something in my pocket for fear I might be called on for something of this sort. It isn't big; it isn't long; it may not be of any account, but it will not detain you much. (Reading report.)

Forestry

This is such a manysided subject, and there is so much printed and so many speeches made on the various topics connected with this question, that already too much ill feeling and slander has been stirred up to accomplish the maximum good at a minimum expense. I will attempt, in a brief way, to touch on only one phase of this great question, and that the one I believe lumbermen are most vitally interested in, viz.: Destruction of the forests by fire and its possible prevention in contrast with what is being done.

I will not burden you with statistics—these are easily obtainable from governmental reports or records as compiled by the several splendid trade journals of our industry—so I will merely call attention to two vast domains, viz., Oregon and the southern Appalachians, which will give some idea of the extent of the remaining stumpage, and in answer to the pessimist who is constantly crying "Wolf—Wolf" when there is no wolf, and who, with sanctimonious air and grieved expression, claims that with present methods of manufacture, which he calls destructive, we will have no standing timber left in a decade.

Oregon's Vast Timber Resources

It is estimated that with proper conservation the timber lands of Oregon can be made to produce a perpetual annual income of $100,000,000. These figures are based upon a conservative estimate that the state has at present 350,000,000,000 feet of standing timber within its borders. That Oregon does not now lead all the states of the Union in the production and sale of lumber is due to the fact that her timber wealth is at present scarcely touched, chiefly because of lack of transportation facilities. This timber resource of Oregon constitutes a larger visible natural wealth than is possessed by any other state of the Union. The known coal wealth of Pennsylvania is smaller, and the production of any of the gold districts of the world are almost insignificant in comparison. The condition is not without its responsibility, however, for timber is capable of being destroyed more rapidly than any other natural resource of the nation. The great forests cannot be insured, and with their destruction, either by fire or reckless cutting, other losses follow. It is a generally accepted theory that timber conserves the water flow, and a stable water flow is necessary to all forms of irrigation enterprises and the growth of crops.

Now the vast Appalachian forests of the Southland.

The 235 million acres of forest area in the southern states, Maryland to Texas, including Arkansas, Oklahoma and Missouri, constitute an imperial domain. It is an area almost six times as large as all of New England; or, putting it in another way, an area considerably larger than all of New England combined with New York, Pennsylvania, Ohio, Illinois, Indiana and Wisconsin.

The fact is an imposing one, and coupled with its possession lies the comforting fact that in this forest area is contained not only nearly half of the nation's remaining timber, but by far the most valuable kind.

It means that with proper management and by wise use this source of wealth to the South can be made to perpetually yield an income which in importance and size is only second to the South's cotton [illegible]

Now we [illegible] have to contend with is the rapacity of individuals and the encroachment of fire, and I think we as lumbermen are justified in criticizing and opposing the methods of the Forestry Bureau as directed by a former chief. I think results demonstrate that the vast sums of money appropriated by Congress [illegible] unjustifiably spent.

The destructive conflagrations that have swept over our forests this last year forbid further avoidance or evasion the fact is known that during the last ten years some $20,000,000 was placed at the disposal of [illegible] to expend to further [illegible] the [illegible] Any one desiring the exact facts will find, by consulting the accounts of the Bureau of Forestry, that but a small fraction of the appropriations were used for work in the forests and that a very large proportion was used for general expenses very remotely connected with forest preservation.

[illegible] money [illegible] to [illegible] exact [illegible] turers, etc., had been used to make trails, build telephone lines, locate fire guards, and to the employment of forest rangers and supervisors, the fires of this last year would have been reduced to a minimum.

The year of 1910 was one notable for excessive and long continued droughts in large areas where timber operations are carried on, and also for disastrous forest fires. The general fire loss for the United States and Canada for 1910 aggregated $234,470,650, being $30,000,000 in excess of the year 1909. In only three preceding years has the fire waste been as heavy as it was in the year just closed. These were the years of the Chicago, Baltimore and San Francisco disasters.

Also the policy of expelling settlers and harassing miners and prospectors results in the removal of a very large body of men who were, from the very necessity of self-protection, excellent volunteer firefighters. These men should be encouraged to remain and encouraged to cooperate with the government in the protection of the forests.

I trust the costly lessons of this year will result in substituting practical methods for theoretical ones—for it surely has been demonstrated that lectures, editorials or new articles cannot stop the ravages of a forest fire, and I am glad to note a change along these lines, and I believe we may expect very material improvements from the present administration of this important department of our government.

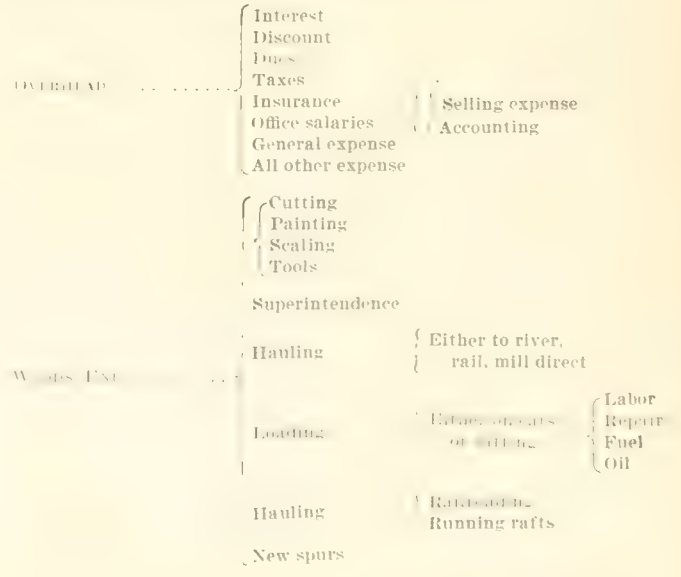
Mr. Vansant: I move that we endorse the sentiments expressed and that a copy of that be sent to the forestry department at Washington.

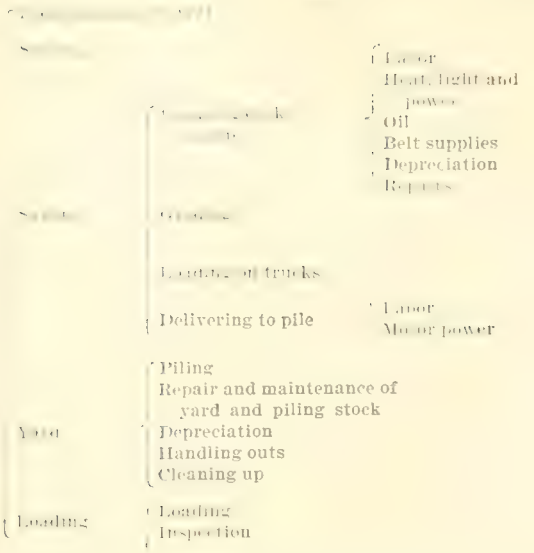
The motion was seconded and carried unanimously.

President Carrier: I wish to state that the National Association of Box Manufacturers will meet in Memphis on February 15, 16 and 17. As a member of that association and also as a member of the Memphis Lumbermen's Club, I extend an invitation to all here to attend that convention.

Report of Committee on Costs of Manufacture

Mr. Fry: Mr. Fee requests me to state that he has not been able to formulate any formal report, but submits a sketch on uniform division of costs, and he has asked me to read it to the assembly here. It is submitted because of the fact that whenever we want to compare costs between two or three different companies we have no uniform system of classification. I have formulated this into three general divisions, the woods end, the mill end and the overhead. It reads like this:





If I write to Mr. Delaney and inquire of him what it costs for hauling logs it may mean one thing to him, whereas to Mr. Carrier it may mean another thing, so I want to suggest to the meeting that if we would all use the same subdivisions or headings of costs we would be the better able to compare them, and if we found that our business costs were higher in some particular than as shown in another man's report we would have a chance to cut them down. I simply offer that as a suggestion.

Mr. Delaney: I move you, Mr. Chairman, that the Committee on Costs of Manufacture endeavor to get some statistics on the line of the headings that are outlined there, and that the committee be continued and asked to collect statistics. They can do it through the secretary's office if they want to or suit themselves about that.

President Carrier: It has been moved that this committee be continued and that they be requested to go further into this subject and gather statistics, working through the secretary's office, as I understand it, in order to establish standard forms for getting up cost statements, so that when one member sees that it costs another a certain amount to handle a certain department he can compare the results with those in his own business, whereas at present everybody is looking at it from a different angle. If we all use a uniform system the facts will be presented similarly for comparison.

The motion carried unanimously.

Secretary Doster: Next is the report of the Committee on Arbitration, W. E. Delaney, chairman.

Report of Committee on Arbitration

Mr. Delaney: Your committee got to work last night and went at it again this morning and have found that this is a subject that cannot be acted upon hastily. We believe that this association can accomplish much good if it would take up this question of arbitration. A great deal of time and money is expended uselessly in trying to settle controversies between ourselves and very often we are unable to convince each other as to which one is right or wrong. This plan of arbitration is being discussed and acted upon in a number of organizations. There is a very good article in the Scout, an appeal for arbitration by Mr. Baker. It is in the October number. I find that a number of the retail lumber organizations have this same subject up. Now, if your committee were to attempt to hastily outline some plan to be followed we could not do it properly without the right kind of information and the experience of others on this subject. So I move that a standing committee be appointed for the purpose of getting up some kind of arbitration, such plan when agreed upon to be submitted to the Executive Board.

The motion was seconded and carried unanimously.

Secretary Doster: Next is the report of the Committee on Sales Code, W. A. Gilchrist, chairman.

Report of Sales Code Committee

Mr. Gilchrist: Mr. President and gentlemen, the Sales Code Committee have decided not to make a report at this meeting. There are a number of important matters that should be brought up, but for certain reasons they have not developed far enough to be acted upon by the committee. It is the sense of your committee that the committee be continued, to report at some future date as occasion requires. I think that this is quite an important subject, considerably so, to our organization and its members, and as these other matters have come in that are of interest I believe that we should continue to assert our interest in this code.

Mr. Delaney: I move that the report be accepted and the committee continued.

The motion was seconded and carried unanimously.

Secretary Doster: Next in order is the report of the Committee on Resolutions, W. B. Townsend, chairman.

Report of Committee on Resolutions

Mr. Townsend: I have been informed that this Resolutions Committee is responsible for the lateness of the assembling of the convention this morning, because we could not get our work done. So before I am finished here, at the suggestion of the other members of the committee, we have tried to suggest a remedy so that it won't occur again. Your committee respectfully submit the following resolutions:

Report of Committee on Resolutions

Your Committee on Resolutions begs to report that with regard to the attitude of the association with reference to the special matter contained in the report of our most worthy president, we believe and recommend that the association lend its best efforts along the lines suggested in his annual report to the association, especially with regard to the fairness and desire on the part of manufacturers generally, as regards one rule or system of universal inspection.

It seems to this committee that this association can well afford to lend its best energies along the lines of endeavor looking to the firm establishment of this principle.

Your committee further expresses the thanks of the association for the faithful services rendered during the year by all the officers and members of standing committees.

Your committee also wishes to express its appreciation of the continued courtesy of Joshua Oldham & Sons in supplying to the association the handsome badges for this meeting, which have been greatly admired and much appreciated by its members.

Your committee also expresses its appreciation of the courtesy of the Linehan Lumber Company for the pencils which have been furnished for use at this convention.

Your committee again wishes to express its appreciation of the splendid accommodations and uniform courtesy extended to the members of this association by the management of the Hotel Sinton.

There is a real sadness connected with the word "retiring" in the sense that it refers to our president, who has given of his time, money and wonderful energy for the past two years, unsparingly and most devotedly to the work, and for the special benefit of this association. It seems to this committee most fitting that special mention should be made with the object in view of expressing our appreciation for the sacrifices that have been necessary for him to make from time to time, and to the singleness of purpose in his endeavor, and his devotion to the principle of what he believed necessary, not only for the benefit of this association, and the manufacture of hardwoods, but also for the benefit of the trade generally.

Therefore be it resolved, That this association hereby tender to Mr. R. M. Carrier, our retiring president, its sincere thanks.

Be it further resolved, That the secretary be instructed to spread these resolutions on its minutes, and an engrossed copy of same be sent to Mr. Carrier.

Whereas, The Forest Service of the United States Department of Agriculture has seen fit to establish the Forest Products Laboratory at Madison, Wis., for the purpose of rendering practical aid to the lumber industry in working out mechanical and engineering problems of vital importance to lumbermen and to users of their product; therefore be it

Resolved, That the Hardwood Manufacturers' Association of the United States heartily indorse the wisdom of establishing the laboratory and pledges its moral and practical support to such work that may be undertaken as is of value to lumbermen and lumber users; and

Whereas, There is great need on the part of the wood-using industries of men trained in the principles and mechanics of forest utilization; therefore be it

Resolved, That the Hardwood Manufacturers' Association of the United States direct the attention of the University of Wisconsin to its unexampled opportunity, in connection with the work of the Forest Products Laboratory, of establishing a school of forest utilization which will be of immeasurable benefit to the industries which make use of the products of the hardwood forests.

Whereas, Of the five million dollars annually appropriated by Congress for the use of the Forest Service, [illegible] of approximately [illegible] per cent, is devoted directly to investigations of problems pertaining to a wiser and better utilization of the products of the forest; and

Whereas, We, as lumber manufacturers, are vitally interested in investigations of this character; and

Whereas, We feel that it is of greater importance to use wisely and economically the present available timber than it is to provide for new growth, or to care for that now standing; be it therefore

Resolved, That we, the Hardwood Manufacturers' Association of the United States, while heartily indorsing and supporting the work now being carried on by the Forest Products Laboratory, do strongly urge upon Congress the advisability of elaborating this field of work, and the necessity of providing sufficient funds to enable this branch of the Forest Service to take up at once the many vital problems now confronting the lumbermen, the solution of which will result in such great benefit to the whole nation.

Whereas, There has been published by a member of this association a telegraph code, compiled for the convenience and especial use of the hardwood trade—a code that is both concise and practical; and

Whereas, This code is now being used daily by more hardwood lumbermen than any other publication of its kind, and this organization recognizing the need of a lack of confusion in the use of all cipher messages; therefore be it

Resolved, That the Hardwood Manufacturers' Association of the United States indorse the Hardwood Code, published by Mr. Hamilton Love of Nashville, Tenn., and urge its use by all members in the transmission of messages to their customers, their traveling men and among themselves.

Your Committee on Resolutions begs to offer the following: That standing Committee on Resolutions be appointed by the chair.

The Committee on Resolutions begs to offer to the convention this resolution:

That the Hardwood Manufacturers' Association of the United States, herewith assembled, endorses the petition of the city of New Orleans to the Congress of the United States, asking that their city shall be selected as the point at which the exposition celebrating the opening of the great Panama Canal shall be held, as it is the logical place for it to be held to best serve the interest of the hardwood industry of the United States.

After the magnificent display of hospitality accorded this association one year ago, a repetition of the enormous amount of work and expense involved was not expected, but, hospitality apparently being one of the charming characteristics of the Cincinnatians, and the supply unlimited, as evidenced by the fact that we have been recipients not only of the entertainment given but of such good fellowship everywhere pervading.

It is the sense of this committee that this association, in its annual convention assembled, should make mention of the fact that this social feature has, in our judgment, much to do with the magnificent attendance.

Therefore be it resolved, That the thanks of the association be extended to the Cincinnati lumbermen and a copy of these resolutions be spread on the minutes, and the secretary be instructed to forward a copy to the Lumbermen's Club of Cincinnati.

It is the sense of your Committee on Resolutions that a special vote of thanks be extended to the speakers at this meeting, Messrs. J. W. Mayhew, J. B. Crosby, E. C. Mershon and Charles E. Brower. The papers have been carefully prepared and have given great pleasure to its members as well as offering new food for thought.

Respectfully submitted.

W. B. Townsend, Chairman.
Jos. J. Linehan.
Thos. W. Fry.

IN MEMORIAM

Whereas, We are deeply sensible of the great loss sustained by this association in the death of Mr. W. M. McCormick of Philadelphia, Pa., vice-president for Pennsylvania of this association, we desire to give expression, in the convention here assembled, to the sterling qualities of the man as a co-worker in everything pertaining to the industry represented by this association.

It seems to this committee that it is most fitting that this association should recognize in the death of this esteemed member the loss sustained, not only by reason of the fact that he will not meet with us again, but by reason of the knowledge we have of his untiring energy and strong individuality of the man, and the fact that he was a man of national prominence and particularly known throughout the entire eastern part of the United States, as a lumberman of sterling qualities, together with the fact that every one knew "Bill McCormick."

It is further the sense of this committee that a copy of these resolutions, properly edited, be forwarded to Mrs. McCormick, as also to his brothers, the executors of his estate, and a copy of these resolutions be spread on the minutes.

Whereas, The dispensation of a mysterious Providence has removed from the scenes of earth's activities our friend and associate, Mr. A. M. Love of Leland, Miss; be it

Resolved, by the Hardwood Manufacturers' Association of the United States in convention assembled this first day of February, 1911, That, deploring our loss and recognizing his high qualities as exemplified in all his business, we order spread upon the minutes of this association our resolutions of esteem and regret, and instruct the secretary to send a copy of these resolutions to his bereaved family, with the assurance of [illegible] Respectfully submitted.

W. B. Townsend, Chairman.
Jos. J. Linehan.
Thos. Fry.

President Carrier: The work, gentlemen, which I have done during the past year has not only been a pleasure, but a very great pleasure. I have made many friendships which I know will last all my life. I have appreciated the hearty co-operation of every member of this association, its officers and committees. I have also appreciated very much the co-operation I have received from the trade journals. Especially do I desire to acknowledge my indebtedness to our friend, R. H. Vansant, who has always been at the front when it was time for the meeting to be called and always assisting the chair. [Applause.] I have received great assistance from Mr. Vansant not only during the meetings, but when we were out of the sessions of this association. The association owes a great deal to Mr. Vansant, not only during my administration, but during past administrations, and we also look forward gratefully to what he will do for us in the future.

When my successor is chosen I am at his service in every way possible. My interest in the work will be just as great in the future as it has been in the past. This association is absolutely necessary for the producers of lumber [Applause] and it is the duty of producers to support it, not only financially, but with their best efforts. [Applause.] I hope I may have the pleasure of assisting our new president in being able to establish one standard of grading. It would be the greatest pleasure I could have. [Applause.]

I again thank you, gentlemen, for your support in the past and I sincerely hope that you will give my successor the same if not better support if it is possible, and I hope to meet you all here again next year. [Applause.]

Now returning to the business in hand, gentlemen, the report of the Committee on Resolutions is before you.

Mr. Vansant: Mr. President, I move the adoption of the report of the Committee on Resolutions as a whole.

Mr. Townsend: I read nine resolutions and I knew that there were ten that we signed. This man Fry not only lost his own resolution, but he lost one of ours, which, it seems now, was the one relating to the complimentary appreciation of the lumber trade journals here represented, and the assistance rendered the association by the press generally everywhere—magnificent! I move you that in addition to yours, Mr. President, that our appreciation of the press be engrossed and fixed up fine for the lumber trade journals generally. [Applause.]

Mr. Delaney: I move that that be included in the original motion.

Mr. Vansant: That amendment is accepted.

The question was taken and the motion as amended carried unanimously.

President Carrier: Are there any further resolutions to come before this meeting?

Resolution Offered by Mr. Gilchrist

Mr. Gilchrist: Mr. Chairman and gentlemen, whenever Brother Townsend rises and talks about forestry they charge it up to me as talking about the tariff. I am going to get let down this time, because I don't know very much about it, but last Friday I presume that every one of you gentlemen read on the front page of all the papers in the usual scare headlines the fact

[illegible] the farmers are going to [illegible] by the tariff convention with Canada, which will [illegible] lumber and wood products to come in. Lumber will [illegible] after [illegible] President Taft sends a message to Congress at the [illegible] announcing the fact, but there is not much chance that living will cost less.

I think this was a general surprise. Most every one knew that there was a commission appointed by the two governments, the Dominion of Canada and the United States, for the purpose of adjusting the trade relations between the two countries, but no one knew that it was coming out until the message conveying it on Friday last to the Senate and House. Not until then were [illegible] that I know of [illegible] nor had we discussed the subject or its possibilities.

The idea, gentlemen, is to adjust the relations between the countries in some harmonious way. It seems that the commissioners have evidently agreed upon this subject, for they have allowed certain commodities which we are interested in to be interchanged between the countries on certain conditions. The principal thing that I observe in here is the fact of the food products, so far as Canada is concerned, wheat and other grains, dairy products, fresh fruit and vegetables, fish, eggs and poultry, cattle, sheep and other live stock, are placed upon the free list. Now, that is a pretty astounding statement—the free list for Mr. Farmer!

Now, gentlemen, I just want to call the attention of the hardwood operators to the fact that each and every one of them are farmers. In the majority of cases our lands which produce hardwood are valuable lands for agricultural purposes. Taking the district which I am particularly familiar with—the Mississippi valley—it is the most productive territory in the United States or the world, more valuable for agricultural purposes than for timber, and the instant that they do anything to interfere with the development of the agricultural interests of this country it will affect the members of this association.

We have all been in the habit of boosting the farmer, and I think he needs it. As far as the high cost of living is concerned, I do not think that the farmer gets any more than his just deserts out of it. Any man that goes out and runs a farm, an operation with which many of you are familiar, needs all he gets out of it. The high cost of living which we have heard so much about may posssibly be due, as illustrated in the statement made by the secretary of agriculture recently, not to the fact that the farmer gets it all, but some one else between him and us, because of our system. Secretary Wilson did not attack the farmer—he attacked the system. That is the condition that I believe exists today.

If you will notice—I refer again to the beautiful headlines on all these papers that have come out on it—they are dead willing to gain their point as to the introduction of wood pulp and pulp papers—pardon me, gentlemen of the press that use American paper or others here—and in referring to it they say that it is through the persevering efforts of the newspapers and magazines of the United States that the endeavor to get free paper will be crowned with success, provided Congress ratifies this agreement.

Gentlemen, I think it is a pretty severe case when the newspapers of this country—the daily papers, I mean—are willing for the purpose of gaining their ends to prostitute and sell out the farming and agricultural interests of this country, and, in the words of Henry Wallace, as stated by him not over three or four days ago, the man from Iowa who I think is the big man of the West; the man who is the chairman of the Conservation Committee; who on reading this declaration said: "Gentlemen, I for one will lead one million farmers, figuratively speaking, to Washington to show that this is not a popular move with the farmers of the West."

Our interests are in the South. We have agricultural interests in all our business. We say that possibly the introduction of food products from Canada will not affect us competitively, yes, but food products will affect our rice and corn production in the South. One third of the corn produced in the country is produced in the South. This year there is more interest being taken in the South in the diversification of crops than ever before. You bet we are interested, every one of us!

Going a little further into this subject, gentlemen, I think that the matter is not generally understood. We are not asking it alone from the lumber standpoint, we are asking it because of the value of our lands as an agricultural proposition, and I see no occasion for us to be held up here for ridicule and be singled out in here to be bartered and traded in our industrial line, whether it be forest products or agricultural; they are both products of the soil, and I believe sincerely, gentlemen, that the South is more interested or as much interested as any other section of the country.

You understand that this thing has all come like a thundercloud in a clear sky. None of us were prepared upon this matter and only learned of it through the press report. We were unable to obtain information covering this subject. There are a number of other interests that are to be looked after. Certain Ohio interests will be pleased with the reduction of the duty on iron ore from fifteen to ten cents a ton to this country. Well, I guess that was looked after all right, that is just about the size of it; but when it comes to the lumber interests we have not received our share, I don't think, gentlemen. We have not looked for it, but because we had no knowledge I am going to offer the following resolutions:

Resolutions on the Proposed Reciprocity Treaty with Canada

Whereas, The Hardwood Manufacturers' Association of the United States, whose membership consists of individuals and firms who are interested in the manufacture of forest products produced in the southern states;

Whereas, The major portion of the lands from which these forests are removed are more suited and valuable for agricultural purposes than for reforestation;

Whereas, The proposed reciprocity treaty with the Dominion of Canada purposes the removal of the tariff on products of the soil, both forest and agricultural;

Whereas, This action would be inimical to the interests of the membership of this association who are the possessors of these lands, and would retard their developments by settlers, farmers and agriculturalists; therefore, be it

Resolved, That this association is unalterably opposed to any form of reciprocity that singles out for a reduction of tariffs the products of the soil;

Resolved, That the efforts of each member be directed to protest against the infliction of an injury to our section, so vitally interested in the agricultural developments and progress;

Resolved, That the secretary of this association be, and is hereby instructed to convey copies of this resolution to the members of Congress and senators of the United States.

Mr. Chairman, I move the adoption of these resolutions.

The motion was seconded and carried.

A rising vote being called for by Mr. Delaney showed the same result.

President Carrier: Are there any further resolutions to come before this meeting? I have just noticed that we have with us this afternoon Mr. F. L. Brown, president of the Chicago Hardwood Lumber Exchange. We would like very much to hear from Mr. Brown.

Remarks of F. L. Brown

Mr. Chairman and gentlemen of this institution: I am very much surprised at the nerve of your president in calling upon a mere stranger who has dropped into your convention here today, having come from the Windy City. I am not necessarily filled with "hot air" to explode here at this time. I wish, however, to say just this one thing which I have gathered while sitting here this afternoon. I was not favored by being present yesterday to hear the report of your distinguished president, but I got this one idea which seems to me is one of the largest things for the hardwood business in the United States, that is, furthering the project of universal inspection. [Applause.] I do not stand here as an exponent especially representing anything. However, I am a member of another association and am glad to say that it is a pleasure to be welcomed in your camp.

Now the importance of the question is fully indicated by your president

having brought it up as he did—I will not say how strongly—but it means a good bit when he says something on questions of this nature. There have existed in days gone by reasons perhaps for two, or three, or four systems of inspection. Whatever may have been those reasons, they have passed away; whatever may have been the cause of their having arisen, or the necessity, that also has been forgotten by the broad-minded gentlemen who represent so great an industry as the lumber interests stand for. I will say to you that the Hardwood Exchange of the city of Chicago has within its membership members of your association, as I understand it, and members of other associations having for their aim the correct—or as nearly correct as possible—inspection of hardwood lumber. We find this condition, gentlemen, existing which has been mentioned at various times. In buying lumber from various members of your organization under one system of inspection, we sell it if it is required under the other system of inspection, and there is no inspection ever done with it either one way or the other; it is perfectly satisfactory to both interests; hence you can see that quite nearly, in many instances, the different systems of inspection as now existing are quite nearly parallel. The difference, if any, is largely in the imagination, if I dare to put it so strongly, of the exponents of the different systems. I do not align one system against another in any respect whatever, but I do hope, gentlemen, that whatever action may be taken, whatever tendencies may be brought out regarding this question, that the ultimate outcome which cannot fail to be the result will be the consolidation of all systems into one that shall be universally recognized; that will be the greatest one single accomplished fact that the lumbermen of this country can look forward to.

I feel that, in speaking of this question as I do, I may be treading upon some thin ice; but it makes no difference. I have those ideas, and have been of that same opinion for a long time, and have not hesitated to express them.

There is another thing, gentlemen, that comes to my mind at this particular time—I will not detain you long—and that is this: The great essential feature of any organization of business men is fellowship and intermingling, and the acquaintanceship which is cultivated. I have felt during my short stay in this city today, as I have mixed among the men that are representing the manufacturing end of the hardwood business here, that this principle is being cultivated most strenuously in your ranks. We find here a close fellowship between the manufacturers and the wholesalers as well as the consumers of lumber which brings into the limelight the broad consideration of the whole question of hardwood lumber.

I thank you, gentlemen, for the opportunity to meet you today, and also for your courteous attention. [Applause.]

President Carrier: It is needless to say that we appreciate Mr. Brown's talk very much, both myself and the members of the association. We are very fortunate in having Mr. Brown with us this afternoon. Let us hear from the next committee.

Secretary Doster: Committee on Nominations, Thomas W. Fry, chairman.

Report of Nominating Committee

Your Nominating Committee, consisting of Thomas W. Fry, chairman; C. L. Harrison and J. W. Mayhew, recommend for nomination of officers for the ensuing year to be voted for at this meeting as follows:

OFFICERS AND EXECUTIVE BOARD.

President—W. B. Townsend, Townsend, Tenn.
First Vice-President—W. E. DeLaney, Cincinnati, O.
Second Vice-President—C. L. Ritter, Huntington, W. Va.
Treasurer—C. M. Crawford, Coal Grove, Ohio.

R. M. Carrier, Sardis, Miss.	John W. Love, New York City.
Clinton Crane, Cincinnati, Ohio.	G. E. W. Luehrmann, St. Louis, Mo.
W. A. Gilchrist, Memphis, Tenn.	J. W. Oakford, Scranton, Pa.
Frank F. Fee, Little Rock, Ark.	A. B. Ransom, Nashville, Tenn.
J. H. Himmelberger, Cape Girardeau, Mo.	W. M. Ritter, Columbus, Ohio.
	R. H. Vansant, Ashland, Ky.
C. R. Lamb, Minneapolis, Minn.	Wm. Wilms, Chicago, Ill.

EXECUTIVE GRADING COMMISSION.

R. H. Vansant, Ashland, Ky.	W. H. Dawkins, Ashland, Ky.
R. G. Page, Huntington, W. Va.	J. H. Himmelberger, Morehouse, Mo.
G. E. W. Luehrmann, St. Louis, Mo.	Frank F. Fee, Little Rock, Ark.
E. A. Lang, Chicago, Ill.	W. E. DeLaney, Cincinnati, Ohio.
John W. Love, Nashville, Tenn.	W. M. Ritter, Columbus, Ohio.
C. M. Crawford, Coal Grove, Ohio.	R. M. Carrier, Sardis, Miss.
F. A. Kirby, Scranton, Pa.	W. A. Gilchrist, Memphis, Tenn.

B. B. Burns, Huntington, W. Va.

STATE VICE-PRESIDENTS

Alabama—F. W. Webster, Decatur.
Arkansas—D. P. Mann, Marked Tree.
Delaware—John T. Flourney, Wilmington.
Georgia—W. H. Shippen, Ellijay.
Illinois—William Moore, Hoopeston.
Indiana—C. H. Kramer, Richmond.
Kentucky—Floyd Day, Clay City.
Iowa—Elmer W. Harris, Cedar Falls.
Louisiana—E. B. Schwing, Plaquemine.
Massachusetts—W. E. Litchfield, Boston.
Mississippi—W. B. Burke, Charleston.
Missouri—J. H. Friant, Morehouse.
North Carolina—William Whiting, Asheville.
Ohio—Wm. I. Barr, Greenfield.
Pennsylvania—F. R. Whiting, Philadelphia.
South Carolina—N. W. Gennett, Franklin, N. C.
Tennessee—S. Lieberman, Nashville.
Texas—A. Deutsch, Flanagan.
Virginia—A. Johnson, Pennington Gap.
West Virginia—Geo. E. Breece, Charleston.
Oklahoma—D. A. Anderson, Redland.

STATE DIRECTORS

Arkansas—One year, F. E. Gary, Turrell; two years, A. C. Ramsey, Nashville, L. D. Gilbert, Texarkana, and J. F. McIntyre, Pine Bluff.

Georgia—Two years, G. W. Beebe, Clayton.

Illinois—One year, E. A. Long, Chicago; two years, E. T. Scott, Metropolis, and P. Ford, Chicago.

Indiana—One year, Daniel Wertz, Evansville; two years, G. O. Worland, Evansville.

Iowa—Two years, Elmer W. Harris, Cedar Falls.

Kentucky—One year, E. W. Pratt, Jr., Crofton; two years, W. H. Dawkins, Ashland, and W. T. Culver, Ludington, Mich.

Louisiana—One year, J. S. Otis, New Orleans; two years, J. Gudenrath, Meade.

Massachusetts—Two years, F. W. Lawrence, Boston.

Mississippi—One year, J. L. Strickland, Greenville; two years, W. J. Cude, Nashville, Tenn.

Missouri—One year, W. W. Dings, St. Louis; two years, W. P. Anderson, Gideon, and Thos. E. Powe, St. Louis.

North Carolina—One year, G. N. Hutton, Hickory, and W. N. Cooper, Asheville.

Ohio—One year, W. H. Nish, Ironton; two years, H. C. Hossafous, Dayton.

Pennsylvania—One year, F. A. Kirby, Scranton; two years, I. F. Balsley, Pittsburg.

South Carolina—One year, Andrew Gennett, Franklin, N. C.

Tennessee—One year, M. F. Greene, Nashville, and Robert Vestal, Knoxville; two years, A. J. Gahagan, Chattanooga.

Virginia—One year, Rolfe Gerhart, Whitewood; two years, M. N. Offut, Bristol.

West Virginia—One year, E. L. Davidson, Parkersburg; two years, W. L. Watson, Mahan.

On motion of Mr. Vansant, W. B. Townsend was unanimously elected as president for the ensuing year by a rising vote.

On motion of Mr. Fry, the remainder of the officers nominated were also elected by unanimous vote.

President Carrier: Before I retire I wish to say that in paying my acknowledgments for assistance rendered during the year I overlooked our secretary because of his nearness to me, but I wish to say that Mr. Doster has given me great assistance and has done most efficient work for the association during my administration, and I appreciate it. [Applause.]

I will appoint Messrs. Delaney and Vansant as a committee of escort to conduct President-elect Townsend to the chair.

Messrs. Delaney and Vansant now performed the pleasing duty assigned to them amid applause from the convention and President-elect Townsend was received and greeted by retiring President Carrier.

Past President Carrier: Gentlemen, I have the pleasure of presenting Mr. W. B. Townsend, our next president. [Applause.] I am sure that we will all give him our best support. I assure him that I will be with him every time that he calls for me.

Response of President-elect Townsend

You cannot blame me, can you? Besides that, it is not my fault; on the other hand, it is no misfortune; but to be suddenly ushered into prominence on a pedestal such as I now occupy by the distinguished gentlemen who have escorted me here is no small honor or privilege. [Applause.] I do not know why it was done; I do not know that that makes any difference. We have been working together for one single purpose; I know we will continue so to work. The positive and stated assurance of these magnificent men who compose this association of their fidelity and support of me was very much appreciated, yet scarcely necessary, knowing them as I do. Having worked with them for the last couple of years I know the bigness of their hearts; I know their purpose; I know their fidelity to it; I know their honesty; and I know something of their strength—strength of manhood, strength of vigor, such as any man might well cultivate. That represents my estimate of the members of this association.

Now do not forget, dear friends, that when we talk of the members of this association, it does not necessarily mean any one, two or half

dozen; but the success of this association in the future, as it has been demonstrated in the past, depends very largely, friends, on the attitude, the position, of the rank and file of this association. Will you give us your support? I know you will; you always have. I know you will continue to do so; and with this support, a united front, there are many things that may be done and should be done. As you have heard this afternoon, there is one particular object to be attained that is going to be attained this year. We have set out to do it this year, and so far as we of this association are concerned, that object will be accomplished. And along those lines many other things need to be done; not the least among these is the very important financial problem that will confront you; if it has not done so already, it will hit you soon. I refer to the essential necessity of more funds. You cannot run an association like yours on wind alone. Some of you will say, "Oh, well, Townsend will." But he cannot. We need all this, and more, as will develop during the course of the year.

With your support, with your hearty co-operation, success is sure; otherwise failure certain. Then do not let us be too critical; do not let us unnecessarily find fault, although criticism is necessary to a certain extent perhaps to spur some on to the best of their ability; while others it hurts and cuts deeply. Let your criticism of everything pertaining to that negative side of the question be tempered with good judgment. Then may I say with Sam Walter Foss, and with apologies to Gibson of the HARDWOOD RECORD, "Let me sit in my place by the side of the road when the race of men pass by; they are good; they are bad; they are weak; they are strong; they are wise; they are foolish; so am I. Then why should I sit in the scorner's seat, or under the cynic's ban; rather let us sit in our place by the side of the road, and be a friend of man." [Applause.]

Is there any other new business? Has any one in the house anything to say about any live topic connected with this work? Is there any new business of any kind to be suggested by any member? If not the secretary has some announcements.

Secretary Doster: It has been decided by the Board of Arrangements that trading on the floor will take place immediately after the regular official adjournment of the convention, in this room. All those interested in the same will kindly remain here, because it is getting late and it is desirable to handle that matter in such a way as not to cause delay.

I desire to further announce that by order of the new president, the Executive Board and Directors will meet in room 414 immediately after the regular adjournment of this meeting. We also have before us the opportunity for the election of officers for the different states, state vice-presidents as well as state directors.

Mr. Vansant: I move that the present incumbents be re-elected.

The motion was seconded.

Secretary Doster: We have some suggestions as to some changes.

Mr. Vansant: We will act on the suggestions.

The pending motion was now put and carried.

On motion the convention adjourned sine die.

EXECUTIVE BOARD MEETINGS

The Executive Board met on the evening of January 30 preliminary to the opening of the convention for the purpose of going over the work of the past year and submitting report through the proper officers for action at the convention.

The Executive Board met on the evening of February 1 and re-elected Lewis Doster secretary for the ensuing year and discussed plans for the work of the new year, to be carried out, under the instructions of President Townsend, by the secretary's office during the year.

EXECUTIVE GRADING COMMISSION MEETING

The Executive Grading Commission met pursuant to the call of Chairman R. H. Vansant at 2 o'clock on the afternoon of January 30 in the assembly room of the Sinton Hotel. There were present: R. H. Vansant, chairman, Ashland, Ky.; W. A. Gilchrist, Memphis, Tenn.; John W. Love, New York City; R. G. Page, Huntington, W. Va.; C. M. Crawford, Coal Grove, Ohio; Frank F. Fee, Little Rock, Ark.; W. E. Delaney, Cincinnati, Ohio; R. M. Carrier, president Hardwood Manufacturers' Association; Lewis Doster, secretary; J. W. Mayhew, Columbus, Ohio.

There appeared before the commission different representatives of purchasing and consuming industries, the most important work being done was a conference with the representatives of the Master Car Builders and the Maintenance of Way Associations, and an understanding was arrived at, as well as plans laid for the furtherance of the work of the grading question.

CONVENTION NOTES

The Smoker

Last year's elaborate banquet, tendered by the Cincinnati Lumbermen's Club to the association, was dispensed with this year, the Entertainment Committee arranging for a smoker, which took place on Tuesday evening in the convention hall. Round mission tables were provided, each seating six or seven lumbermen, and nothing was lacking in the line of refreshments and entertainment suitable to the occasion. Many an old friendship was renewed and many were the stories and witticisms passed over the friendly stein of hops. Sandwiches of various kinds in keeping with the liquid were served. Refreshments were provided in plenty and there was a generous supply of "smokes" for all who indulged.

For the entertainment of its guests the local club secured the services of a number of vaudeville performers of merit, who were vociferously applauded.

The Cincinnati lumbermen are to be congratulated upon their ability to do things right, particularly in the line of putting on a good thing in proper style.

The magnificent numbered badges which were a replica of the insignia of the Hardwood Manufacturers' Association and quite similar to those employed a year ago were the gift of Joshua Oldham & Sons of the New York saw works. The badges were very much admired.

E. C. Atkins & Co. as usual was in evidence through its representative, John Tate, and presented the visitors with either a miniature clock or a new frill in the way of a watch fob.

The Linehan Lumber Company, Pittsburg, distributed inscribed lead pencils to the visitors.

At the meeting of the Executive Board following the convention the extremely popular secretary, Lewis Doster, was unanimously re-elected.

Vicegerent Snark Ralph McCracken held a Hoo-Hoo concatenation at the Hinton hotel on Wednesday evening and introduced eight new members to the mysteries surrounding the figure "9" and the tail of the black cat.

TRADING ON THE FLOOR

On the morning of Wednesday, February 1, there was placed on each chair a blank card to be filled out showing stock for sale and one showing stock wanted, for those who desired to fill out and return to desk, all of which would be placed before the house at a later time.

Immediately after the convention adjourned on the afternoon of Wednesday, trading on the floor was announced and Secretary Doster announced from the rostrum the items that had been placed in his hand and the trading began.

Stock Wanted

Inquiries were made for a large quantity of stock, over 300 cars being asked for, and a considerable quantity of this was purchased. The items desired are as follows:

Kind.	Amount.	Thickness.	Grade.	Registration No.
Ash	2 cars	1" 12" to 15"	FAS	5
Ash, Wh.	1 car	1¼"	FAS	148
Ash, Wh.	1 car	1½"	FAS	87
Ash	1 car	5/4 & 6/4x10" & up.	No. 1 Com. & Bet.	200
Ash	1 car	2½"	No. 1 Com. & Bet.	200
Ash	1 car	1½"	No. 1 Common	107
Ash	2 cars	2"	No. 1 Common	148
Birch	2 cars	1"	No. 2 Com. & Bet.	87
Beech	100,000 ft.	1"	No. 2 Com. & Bet.	586
Beech	25 cars	1"	Log Run	273
Cypress	500,000 ft.	1" to 4"	Shop & Better	249
Chestnut	8,000 ft.	1"	Sound Wormy	543
Chestnut	2,000 ft.	1¼"	Sound Wormy	543
Chestnut	2,000 ft.	1½"	Sound Wormy	543
Chestnut	1,000 ft.	2"	Sound Wormy	543
Chestnut	150,000 ft.	1", 1¼", 1½"	No. 1 Common	272
Gum	1 car	1x24" & up	Panel & Wide No. 1	205
Red Gum	.....	⅝" to 1"	FAS	325
Red Gum	5 cars	1"	FAS	114
Red Gum	1 or 2 cars	1", all 10 & 12'	FAS	276
Sap Gum	2 cars	1½"	No. 1 Common	114
Hickory	35,000 ft.	1"	No. 1 Com. & Bet.	35

Hickory	2 cars	1½"	No. 2 Com. & Bet.	87
Hickory	8 cars	2"	No. 2 Com. & Bet.	87
Hickory	5 cars	1½" & 2"	No. 2 Common	193
Hickory Squares...	100,000 ft.	1"x1"x42" & 48" long.	Second grade stock	35
Poplar	1 or 2 cars	1"	FAS & Select	580
Poplar	1 car	2"	FAS, 2 3 15" & up	273
Poplar	2 cars	4"	FAS	283
Poplar	1 or 2 cars	1¼"	Sel. & No. 1 Com.	580
Poplar	1 car	6" Drop Siding	Sel. & No. 1 Com.	580
Poplar	1 car	1"-7" & up.	Saps & Selects	148
Poplar	1 car	1"	No. 1 Common	148
Poplar	2 cars	1". 12-17"	Box Boards	87
Poplar	2 cars	1". 15" to 17"	Box Boards	19
Oak	3 cars	1¼x2½-28'	Clear	205
Pl. Wh. Oak	.....	¾ to ¾"	FAS	325
White Oak	3 cars	2½"	FAS	283
Qtd. Red Oak	40,000 ft.	1"-2½" to 5"	Clear Face	283
Wh. or Red Oak	6,000 ft.	1¼"	FAS	68
Wh. or Red Oak	2,000 ft.	1½"	FAS	68
Wh. or Red Oak	6,000 ft.	2"	FAS	68
Wh. or Red Oak	2,000 ft.	3"	S. Square Edge	68
Wh. or Red Oak	1,000 ft.	4"	S. Square Edge	68
Pl. Wh. Oak	500,000 ft.	Chiefly ½" & 5/8"	Chiefly No. 1 Com.	292
Pl. Wh. Oak	500,000 ft.	Also ⅜" & ¾"	Also FAS & No. 2 Com.	292
Qtd. Wh. Oak	10 cars	1"x18'x3" & up.	Clear	103
Pl. Oak	10 cars	2x2x18	Clear	103
Qtd. Oak Flitches.	5 cars	3½ to 4½	Clear	620
Spruce (Wh. Va.).	6 cars (85M')	2½ to 6" & up.	One Face Clear	34
Black Walnut	2 cars	1"	No. 2 Com. & Bet.	87

We wish to purchase several carloads of White Cedar for staves of the following sizes:

25 per cent to be 1¼"x3" & 4"x20 " long.
25 per cent to be 1¼"x3" & 4"x21½" long.
50 per cent to be 1½"x3" & 4"x26½" long.

These to be cut square and can be shipped rough, but clear.

Stock for Sale

A varied lot of stock was offered for sale under this item, showing surplus stock that had not found a ready sale heretofore, and over one hundred cars were taken by the traders on the floor. One concern alone purchased thirty-six cars as they were offered and would have been glad to take more if what was offered had been the class of stock it was most interested in. The items offered were as follows:

Kind.	Amount.	Thickness.	Grade.	Registration No.
Ash	20,000 ft.	2"	No. 1 Common	36
Ash	55,000 ft.	1"	No. 1 Com. & Bet.	22
Ash	20,000 ft.	1½"	No. 1 Com. & Bet.	22
Ash	37,000 ft.	2"	No. 1 Com. & Bet.	22
Ash	30,000 ft.	3"	No. 1 Com. & Bet.	22
Ash	36,000 ft.	4"	No. 1 Com. & Bet.	22
Ash	7,000 ft.	5"	No. 1 Com. & Bet.	22
Ash	12,500 ft.	1"	Cl. Face Strips	22
Ash	5 cars	1"	No. 1 Common	200
Ash	2 cars	2½"	No. 1 Common	200
Ash	1 car	1¼"	No. 1 Common	200
Wh. Ash	4 cars	1" to 4"	Log Run	156
Wh. Ash	1 car	1"	Log Run	68
Wh. Ash	1 car	2" & 3"	Log Run	68
Wh. Ash	1 car	2"	FAS	51
Wh. Ash	30,000 ft.	.....	FAS	110
Wh. Ash	3 cars	1½"	No. 1 Common	114
Wh. Ash	3 cars	1½"	No. 2 Common	114
Wh. Ash	1 car	1½"	No. 2 Common	114
Wh. Ash	5 cars	1"	No. 1 Common	114
Wh. Ash	5 cars	1"	No. 2 Common	114
Basswood	3 cars	1"	No. 1 Com. & Bet.	114
Chestnut	2 cars	1½"	No. 1 Com. & Bet.	68
Chestnut	5 cars	1½"	Sound Wormy	68
Chestnut	5 cars	1"	Sound Wormy	593
Chestnut	3 cars	1½"	Sound Wormy & No 2 Com.	543
Chestnut	1 car	1"	No. 1 Com. & Bet.	543
Chestnut	3 cars	1¼"x10" & up.	Sound Wormy	148
Chestnut	3 cars	1¼"	Sound Wormy	148
Chestnut	30,000 ft.	1"	S. W. No. 1 Com. & Better	576
Cottonwood	1,000,000 ft.	1"	Log Run	467
Cottonwood	15 cars	1¼"x13 to 17"	FAS	325
Cypress	4 cars	1½"	Select	200
Red Cypress	1 car	1"	Select Rough	342
Red Cypress	1 car	1½"	Select Rough	342
Red Cypress	1 car	1½"	No. 1 Shop	342
Red Cypress	1 car	1"	No. 2 Common	342
Cypress	300,000 ft.	1", 1¼", 1½" & 2"	Log Run	467
Elm	3 cars	1½"	Log Run	148
Elm	300,000 ft.	1", 1½" & 2"	Log Run	467
Elm	20 cars	3"	Log Run	325
Elm	15,000 ft.	2"	Common & Better	36
Gum	2 cars	1½"	FAS	303
Gum Sap	1 car	2"	FAS	303
Gum Sap	15,000 ft.	1"	Log Run	467
Gum Sap	100,000 ft.	1"	FAS	14
Gum Sap	100,000 ft.	1"	No. 1 Common	14
Gum Sap	50,000 ft.	1"	No. 2 Common	14
Hickory	50,000 ft.	1¼"	No. 1 Com. & Bet.	22
Magnolia	1 car	1"	FAS	303
Magnolia	1 car	1"	No. 1 Common	303
Soft Maple	2 cars	1"	Log Run	68
Poplar	3 cars	1½"	No. 1 Common	200
Poplar	4 cars	1½"	Selects & Saps	200
Poplar	2 cars	1½"	No. 1 Com. & Bet.	68
Poplar	3 cars	1"x10" & up.	No. 2 Common	148
Poplar	3 cars	1½"	No. 2 Common	68
Poplar	3 cars	1"	Log Run	68
Poplar	10 cars	1¼"	Log Run	68
Poplar	1 car	1"-18"x25"	Panel & Wide No. 1	195
Poplar	1 car	1"	Bright Sap	195
Poplar	1 car	1¼"	No. 1 Common	195
Poplar	75,000 ft.	1¼"	No. 1 Common	51
Poplar	85,000 ft.	1"-18" to 34"	Panel & Wide No. 1	51
Poplar	1 car	2½"	Common & Better	110
Poplar	1 car	4"	Common & Better	110
Poplar	3,000 ft.	3"	Common & Better	110
Poplar	4 to 6 M. ft.	1"	Panel & Wide No. 1	110
Poplar	5 cars	1"	No. 2 Common	593
Poplar	1 car	1¼, 1½ & 2"	Common & Better	593
Poplar	2 cars	5/8"	No. 1 Common	543
Poplar	1 car	2"	FAS	156
Poplar	3 cars	1"	FAS	156
Poplar	3 cars	1"x10" & up.	No. 2 Common	148
Poplar	3 cars	5 & 6/4"	No. 2 Common	148
Poplar	1 or 2 cars	1½"	No. 3 Common	276
Poplar	15,000 ft.	1¼, 1½ & 2"	No. 1 Com. & Bet.	576
Poplar	15,000 ft.	1¼, 1½ & 2"	No. 2 Common	576
Poplar	15,000 ft.	1¼, 1½ & 2"	No. 3 Common	576
Poplar	2 cars	1"	Wide Box	191
Poplar	2 cars	1"	Narrow Box	191
Poplar	1 car	1-18-20"	Panel & Wide No. 1	191
Poplar	5,000 ft.	1-21-23"	Panel & Wide No. 1	191
Poplar	2,000 ft.	1-28-30"	Panel & Wide No. 1	191
Poplar	1,500 ft.	1"x30" & up.	Panel & Wide No. 1	191
Poplar	2 cars	1"	FAS	191
Poplar	5 cars	1"	No. 1 Common	191
Poplar	1 car	1"	No. 2 Common	191
Poplar	1 car	1"	No. 3 Common	191
Poplar	1 car	1"	Saps	191
Poplar Strips	2 cars	1"	No. 1 Common	22
Poplar Strips	24,000 ft.	1"	Box Boards	22
Wh. Qtd. Oak	250,000 ft.	1"	No. 1 Com. & Bet.	22
Wh. Qtd. Oak	100,000 ft.	1"x10" & up.	No. 1 Com. & Bet.	22
Wh. Qtd. Oak Strips.	90,000 ft.	1" Sap, No obj.	Clear Face, 2½ to 5½"	22
Wh. Qtd. Oak	2 cars	1"	FAS	191
Wh. Qtd. Oak	5 cars	1"	No. 1 Common	191
Wh. Qtd. Oak	2 cars	1"	No. 2 Common	191
Wh. Qtd. Oak	1 car	1"	No. 1 Com. & Bet.	156
Wh. Qtd. Oak	100,000 ft.		FAS	110
Wh. Qtd. Oak	100,000 ft.		Common	110
Wh. Qtd. Oak	12,000 ft.	1¼"	FAS	36
Wh. Qtd. Oak	12,000 ft.	1", 10" & up wide	.....	36
Pl. Oak	30,000 ft.	1"	No. 3 Common	325
Pl. Oak	5 cars	2"	No. 2 Common	68
Pl. Oak	1 car	1¼ & 1½"	Common & Better	593
Pl. Oak	200,000 ft.	1"	No. 1 Common	148
Pl. Oak	30,000 ft.	1"	No. 1 Com. & Bet.	576
Pl. Oak	60,000 ft.	1"	No. 2 Com. & Bet.	576
Pl. Oak	2 cars	1"	FAS	191
Pl. Oak	3 cars	1"	Clear Face	191
Pl. Oak	3 cars	1"	No. 1 Com. Strips	191
Pl. Oak, Wh.	5 cars	8x8 bridge ties & 7x9 switch ties.	.....	36
Wh. or Red Oak	15,000 ft.	1"	No. 2 Common	36
Pl. Red Oak	15 cars	1"	No. 1 Common	325
Qtd. Oak Veneer	1,000,000 ft.	1/20 & 1/30	Good	620
Qtd. Red Oak	20 cars	1" to 2"	FAS & Common	245
Pl. W. Oak	14,000 ft.	1½"	FAS	51
P. R. Oak	17,000 ft.	¾"	FAS	51
Pl. W. Oak	156,000 ft.	1"	No. 1 Common	51
Pl. R. Oak	14,000 ft.	1"	FAS	51

PAPERS NOT READ

The following papers on "Band Sawing" by E. C. Mershon of W. B. Mershon & Co., Saginaw, Mich., and that prepared by J. B. Baker, president of the Southern Logging Superintendents' Association, Hodge, La., were not read at the convention. Both Mr. Mershon and Mr. Baker were unavoidably detained from being present and the papers are therefore herewith reproduced in full:

Band Sawing

Gentlemen of the Hardwood Manufacturers' Association: I wish to thank you for this opportunity of speaking on a subject which has been a hobby with me for the past twenty-five years. Even previous to this date, the question of band-resawing has been seriously considered by my brother and myself. As long back from 1876 to 1888 we were wrestling with circular resaws of various types, including a 44-inch Evart shingle machine on which we resawed material for powder boxes, oil boxes, etc.; and later with taper ground solid circular saws and segment saws. By actual personal experience in filing saws and operating machines we discovered, I think, all of the deviltries and innate cussedness of this class of machinery. We were told, however, that the difficulties encountered were nothing as compared with those that we would find, should we tackle the band resaw.

But it is said that "Necessity is the mother of invention," and along in 1888 Wm. B. Mershon & Co. received an order for oil boxes for export to Italy, the sides, bottoms and tops of which were ¼ inch thick. As this material had to be secured three pieces from stock 1 inch in thickness, and as this thickness had to be absolutely uniform to fulfill the specifications, which stated that this ¼-inch material was to be surfaced after resawing, so it seemed necessary for us to tackle the band. We did so, with the result that we were able to resaw the material after it was planed with such accuracy that our customers never knew the difference. You see, to have attempted to plane to a thickness of ¼ inch knotty box material after it had been resawn would have resulted in picking every knot out and splitting and tearing every cross-grained piece, the result being a waste of over fifty per cent and the split material resulting in a lot of narrow stock which we could not have used for any purpose. You can imagine our surprise and relief when we found that we could do this kind of work so accurately; and also that the machines could be made to resaw the shortest material with safety.

We shortly found it to be to our advantage to cut our box material to length and resaw it as a last operation, tying the bundles up in shocks as they left the resaw. We saw the field of the band resaw to be such that we incurred the expense and annoyance of building several of these machines for our own use, I making the drawings in many cases on ordinary yellow manila paper and my millwright whittling out the patterns. At the same time we were, of course, studying the peculiarities of the band saw; methods of filing, brazing, etc. In those days there were no automatic filing machines, which I suppose could have been used for this purpose, which were in use in saw mills for fitting gang saw blades, etc. So at the commencement we used the little semi-automatic emery grinders such as Rogers of Buffalo was building at that time for sharpening circular saws, tipping the machine up on its side and bolting it to vertical 4x4s alongside of the wall of the filing room. We used Disston upsets or spring sets for setting the teeth of the saw, and all of the operations were made with the crudest of tools and with considerable expense of patience and pain.

But commencing at the bottom and working out all the various problems for ourselves, we naturally became quite thorough in our work and as a rule understood the why and wherefore for the various operations. We found that many of the mysteries in connection with the fitting of saw blades soon disappeared and we found that the same general principles apply to a band saw as apply to any saw, whether it be a hand saw, meat saw, circular saw or a band; that the toothed edge that does the cutting has to be taut; that the teeth themselves have to have proper clearance; that a band saw especially is a good, rigid tool for cutting in a plane parallel with the blade; and that it is a poor tool, indeed, to withstand any pressure perpendicular to this plane, or, in other words, to withstand any side pressure. We found that to give the blade the greatest capacity for withstanding shocks and pressure in a fore and aft direction, namely, in the direction of the feed, that the saw blade had to be fitted to the wheel, the greatest amount of strain being exerted by the wheel towards the toothed edge of the blade to give it the tautness referred to above; the next greatest strain towards the rear edge of the blade so as to form it in a truss, as it were, to withstand any tendency to deflect the blade by the crowding of the feed, dulling of the teeth, etc., and that it was necessary to expand the blade by means of the hammer or stretching roll so that the wheels would give the least strain to the central portion of the saw blade.

It will be seen that a saw blade thus tensioned by the hammer or roll, made to run on the wheels with the toothed edge projecting beyond the face of the wheel a sufficient distance, so that, say, ¼ inch, more or less, of solid metal would project beyond the face, likewise would be made to alter its form entirely if it be forced backward on the wheel this ¼ inch. This ¼ inch of ribbon just back of the base of the teeth, being the shortest part of the blade, being made to mount the wheel and being elastic, would stretch and tend to make the rear edge of the saw appear concave and thus would automatically guide the blade forward on the lower wheel until it regained its normal position and the blade again became straight in the back. It will thus be seen that we learned why it was necessary and desirable to properly tension the saw, that is, the correct tensioning of a band saw is that which forces it (against fore and aft strains) to retain its normal position on the wheel, as, in shifting forward or backward, the saw-blade changes its entire form, rendering the back edge more or less concave or convex as the saw goes backward or forward.

Having indicated why the band saw holds its place on the wheel and becomes a rigid and substantial tool for withstanding strains and stresses exerted in the plane of the line of cut, the next thing I wish to explain is the theory on which a band resaw should be fitted in order that it may cut in a straight line and not be deflected from side to side. The two essential things to be borne in mind are to so treat the saw as to give the cutting points of the teeth the most rigid support. This is accomplished by the tensioning of the saws as above described. A saw thus tensioned and strained on the wheel has a "puckering string," as it were, located directly at the base of the teeth. A sheet of paper can be drawn in a straight line through a lump of soft wax and cut it through and through, leaving a plane surface, if the sheet of paper is held taut at its front edge. This would not be possible if the sheet of paper were made taut back an inch or two from its front edge. This shows that by the tensioning of a thin saw blade from edge to edge we have provided the best support for the saw tooth which projects from the extreme edge.

Thus having fitted the saw so as to support the tooth in the best possible manner, the next thing to be studied is to remove all possible side pressure from the points of the teeth, and, by so doing, to remove all tendency for the tooth to dodge from side to side. This is accomplished by allowing only the sharp cutting edge of the tooth to come into contact with the timber to be sawn. In other words, the point of the tooth is spread or expanded and filed so as to give a chisel like edge thereto. As this cutting edge is provided to cut solely in the direction of the line of cut or parallel with the saw blade, the corners of the teeth should represent only a line extended, namely, a needle point, and the steel supporting this needle point should recede so as to give clearance both in the direction in which the timber is fed and in the direction in which the saw blade travels.

The old Disston upset or conqueror swage gives an ideal form to the point of the tooth. We used to describe this form as being bugle shaped. With a saw fitted with the Disston Conqueror Swage and not otherwise treated I have no difficulty in sawing with what might be also termed "absolute accuracy." I have brought with me today for inspection some samples of picture backing; made seven pieces from stock 1 inch in thickness before resawing. The saw kerf in these cuts removed was but 1/20 inch. The saw blade which did this work was .030 inch thick, practically 1/32 inch thick. One-half pound pressure exerted against the saw blade from side to side would have made this saw dodge over 1/16 inch and spoiled this work. In actual practice we have run saw blades of the thicknesses stated, sawing this material, for days at a time and have had remarkably few saw culls.

Other technical points have to be considered: the amount of hook given the saw—a sufficient amount to prevent its shifting on the wheel and not enough at any time to cause it to run ahead, as in doing so any teeth which might be at that instant in the cut might suddenly imbed themselves in the timber and great damage result. I have before now, in sawing black walnut, happened to give the saw a little too much hook, when suddenly an upward curve of the grain has caught the teeth of the saw in such a way that they have jumped forward like the teeth on the Boss dog, and the blade has been instantly stopped in the cut. This was done so suddenly that the lower wheel of the resaw continued to revolve for a short space of time, actually slipping around within the saw blade.

The possibilities of the band resaw can hardly be stated. The more familiar I become with this tool the more I hesitate in saying what can be done or what cannot be done. We recently built a machine and sold it with the guarantee that two piano sounding boards could be sawn from planks 54 inches wide by ⅞ inch thick. This would only allow for loss in saw kerf and imperfections of about ⅛ inch, and you can imagine the difficulty in supporting a 19-gauge saw in the middle of a 54-inch cut. You, of course, appreciate that there is nothing which can be done to reinforce or support a band saw blade other than the strain on it and the stability of the blade itself. The side pressure of a pound against this blade, 27 inches below the top guide and 27 inches above the lower one, would undoubtedly send it out one side or the other. I have some photographs showing the machine actually doing this work. We had confidence enough, indeed, so that after having tested it in our own plant we sent it to the Pacific coast, guaranteeing it practical to do this class of work in this manner.

Possibly your association is more interested in the resawing problem connected with a sawmill. I have given this subject my attention since 1894, at which time we sold three of our 54-inch band resaws, equipped with 5-inch saws, 18-gauge thick, to Wisconsin sawmills. These little machines were successful and not only actually took care of all of the plank that a circular sawmill could deliver to it, but in the R. D. Pike mill at Bayfield it took care of all of the plank that one band mill sent to it, as well as the dog plank from the second mill.

In those days, say fifteen years ago, there was a good deal of trouble in the band mill because of the dog plank or the last cut on the carriage being imperfect, usually thick at the ends and thin in the middle. It seemed desirable in the sawmill resaw to often employ what is known as a self-centering device—that is, to resaw 2-inch plank in the center—and if surplus thickness existed to divide this surplus thickness up so as to make the material look even in the piles. But you can readily see that this kind of treatment will not do at all in connection with these defective dog planks; hence the peculiar invention which is embodied in our resaws alone and which we term our discriminating self-centering device, which self-centers pump stock and automatically slabs or recurls from scant stock one piece at least of standard thickness.

We repeat, back as far as 1894 we were using our 54-inch resaws in sawmills, using 18-gauge saws 5 and 6 inches wide, and these light blades resawed at the rate of something over 40,000 feet of board measure per day. Of course, we soon found that these machines built for planing mill service were too light for sawmill use. We then designed another and heavier resaw especially for sawmill use. On it we used first 7-inch saws, straight 17- or 18-gauge thick. Later we had occasion to strengthen and improve these sawmill machines, now building them heavy enough for 8-inch saws 16- to 18-gauge thick. As the sawmill resaw has become more popular with sawmill operators from time to time, we have been compelled to design heavier machines. Although my hobby has been the use of thin saws fitted so that they will do the work of thicker saw blades, we have urged their use by sawmill men, except in a few cases where he have furnished wider faced wheels to carry saws up to 10 inches wide and as thick as 14-gauge, if so desired. I feel strongly, however, that the evidence before you of the work done by thin saws under proper conditions, namely, the sample of picture backing and the cuts of a 5-inch saw, making a perfect cut 54 inches deep, is sufficient to warrant more attention in the future on the part of the sawmill operator to the value and the possible economy that the thin and relatively narrow saw blade insures when properly made use of.

In America we are perhaps a little bit too much self-satisfied and think that we have the rest of the world beaten. Some years ago I received a letter from a Belgium concern to whom we had supplied one of our pony band mills on which he said he was sawing from the log "canary whitewood at the rate of 20,000 feet per day, removing but 1/16 inch saw kerf." You can see that in Belgium, where timber is timber, he could make money on a capacity of 20,000 feet per day in his saving in saw kerf where an American mill would lose it sawing double the

quantity and removing double the saw kerf. I think that Belgium conditions are fast coming to exist in America and that we will have to apply their methods. And the experiments which we have made in the use of the band resaw have shown all this can practically be done with profit and with practically no change in your present equipment other than to substitute lighter blades in your sawmill and a somewhat slower feed while the saw is actually in the cut, to install a resaw (to make up for the falling off in the capacity of the band mill) to make at least every alternate cut as compared with the band mill, to resaw blade taking out but one-half of the sawdust that you are all of you removing now with the band mill.

The difficulty which one has to encounter in advocating the use of the thin blade is largely due to the fact that sawmill men do not know the tensile strength of band saw blades turned out by the leading manufacturers. The strength of these saws in the braze, namely, the weakest part of the saw, is 140,000 pounds per square inch. Take a 14-gauge, 12-inch saw; each strand represents practically a square inch of cross section. Thus the descending strand and ascending strand would represent two square inches. The breaking strain of such a blade is this, that if the strain were evenly distributed it would be 280,000 pounds. If you allow yourself a factor of safety of twenty, you could safely carry a strain of 14,000 pounds on such a blade. I think it may safely be said that none of you are carrying a strain of over two-thirds this amount. Now, if you would decrease the thickness of your saw blade one-third and retain your present strain you would do as good work certainly, as you would not require as much strain to take out 3/32 inches of saw kerf as you would to take out plump ⅛-inch saw kerf. This would be on the same principle that it does not take as much power to make a ½-inch chisel cut a ½-inch mortise as it does to cause a ¾-inch chisel to cut a ¾-inch mortise. The sawmill men are growing more and more to appreciate the resaw to increase the capacity of the mill.

On the Pacific coast they have standardized the mill, making a position for the resaw alongside of the sorting chains, placing jump rolls in the sorting chains by which the inspector can send any stock that he wishes to resaw by means of driven rolls, transfer chains, etc. The resaw feeds the material back again on the sorting chains, when it again passes to the jump rolls and may be returned for resawing a second or third time, as desired. In other words, they have this matter solved very nicely on the coast, making it a simple operation to install a resaw actually outside of the mill proper in a position adjacent to the front end of the sorting table, so that any stock which is sent from the sorting table to the resaw is returned to the table at the front end thereof and in such a position that it can be disposed of as seems best, to either resaw a second time or otherwise.

Here in the East where the timber is small it is often desirable to install the resaw in the sawmill in front of the edger, as by so doing a saving can be effected in edging. A 2-inch plank with wain and bark thereon when made into two 1-inch boards will yield one board much wider than the other. This extra width is just so much gained. This installation has become standard in the East, and to anyone interested we would be pleased to send blueprints showing details.

The capacity of a resaw may be judged from a report given at one time by the Cary-Halliday Company of Memphis wherein it stated that one of our resaws with a 19-gauge saw resawed 39,000 feet of 1x12-inch or 1x13-inch, I forget which, cottonwood in nine hours.

I understand that what your association is most interested in is the capabilities of the band resaw used under various conditions, and in this paper I have attempted to give some ideas along this line. This question of sawing wood is an old one. I suppose the prehistoric men did more or less sawing, using a fish bone. This was probably an interesting subject in those days and it is an interesting one still. I find some new problems popping up every day, questions to be solved, conditions to be met, so that even in this old and hackneyed subject draftsmen are employed daily getting out new and improved machines and tools to meet your various requirements.

I fear that in going into this subject I have not proven as interesting as I should. There is an old saying from which one might infer that "sawing wood and talkativeness do not go together," and perhaps that accounts for this rambling talk. I trust, however, that it has not been entirely uninteresting, and I assure you that if any of you have any problems to solve which are in my line I will be very glad to take the matter up personally with you. Thank you for your indulgence.

Southern Logging Superintendents' Association

"You can bet that from this time on I am going to know just exactly what everything costs me," said a logging superintendent to his employer on his return from the meeting of the Southern Logging Superintendents' Association, which was organized on September 25 and 26, 1910, as a result of a movement started by the Lumber Trade Journal of New Orleans.

The object of this association is to cut down the cost of logging operations by discussion of problems in logging that have been solved by the men who are doing the talking. The men who attend are taught by their fellowmen to work from the standpoint of their employers rather than their own. They learn how to cut down costs, as well as new methods of doing certain work that is less expensive than the methods some of them may be using.

The logging superintendent is isolated from the men who are doing the same work. He does not have opportunities to find out how others are operating, and his education is limited to pointers that he received from men who have worked in other camps. Some mill owners send their men out to visit camps of other concerns, finding it to pay for the expenditures. Every superintendent cannot spare the time to make these visits, yet he could get away for two or three days to attend a meeting where problems are thrashed out.

In order to have a practical working plan the association has printed a form for a monthly report of logging operations, made up from forms in use by various members. These blanks will be furnished to all who will ask for them. The second month of their use will show their value, and each month will give a basis for comparison that will have a tendency to cut down costs. The different items on these blanks will be discussed at the next annual meeting of the association.

Here are some reasons why each of you should have your logging superintendent join the association:

First. The logging superintendent, each year, is spending in the United States alone $150,000,000 in getting logs to the mill. This is too much money to be spent by men having no combined system.

Second. Because logs have gotten to be the most expensive part of the lumber business on account of the short line railroads having to be built so far away from the trunk lines where a number of the mills are located.

Third. Because conservation of the forests is a matter that is before the public at the present time, and the logging superintendents will have this question to battle with in the near future.

Fourth. Because improved machinery and systematic methods among the manufacturers have reduced the cost from pond to car as low as possible, and, owing to the present condition of the lumber market, we must turn our efforts to another department of the business to accomplish what we should realize in the way of dividends.

Fifth. Because the logging superintendent and his crew are forced to stay in the woods and swamps, where in a great many cases they are supplying the logging camps with brawn instead of brains.

Sixth. Because he needs the aid of every other superintendent to help him improve his labor, to make it more loyal, and to adjust camp equipment and location so as to tempt the immigration of a higher class of labor to run the logging end of the lumber business.

Seventh. Because the equipment of the logging superintendent is generally all portable and live stock, which takes a great deal of money to buy, and on account of this condition it takes close attention and really more intelligent care than the manufacturing machinery, which is stationary.

Eighth. Because conditions, timber, soil, elevation of land and weather will compel him sometimes to make decisive plans without his having time to consult his manager. Therefore the experiences of the fellow that has had the same troubles and conquered them successfully that he heard at the meeting will be of great benefit.

Ninth. Because there are only a few logging superintendents that are furnished with and keep detailed cost sheets, showing what he is actually doing in each department. Some do not know what their logs cost them as a whole.

Tenth. Because the meetings held by the manufacturers and lumber newspapers very seldom discuss the logging end of the business, which is, as stated, one of the most expensive, and a department on which every other interest of the business must depend entirely.

Eleventh. Because there are a great many lumber concerns that make only a small success and some a failure on account of the logs and timber not being properly cared for, and costing too much.

Twelfth. Because its uniform cost forms will create competition among the superintendents and department foremen of the different plants, which is the life of all enterprises.

Thirteenth. It will give the man in charge of the logging department the best excuse in the world that he can offer to his manager for a few days' vacation, where he can get away from the scent of overworked cattle, mules, etc.; where he can mix, mingle and rub up against the outside world and drink in the exhilarating air of the city, which will make him shave up, clean up, straighten up his head; which will revive his step to such an extent that he will believe that he is several years younger; it will put him in line with some of the other department heads who enjoy this privilege and which has helped them to perfect their present system and intelligent ways and means of arriving at a low cost sheet.

Last, but not least, the cost is small, only $5. There are no salaries, and no expenses other than for stationery and postage, and there will be no dues as long as there is enough balance in the treasury to carry these charges.

The association is growing—it will do a great work for all owners of timber lands. Send in the name of your superintendent, for it will benefit you manyfold.

Value to Be Gained From Association Standpoint

Those to whom the proceedings are of the most interest are busy men; attendance at the association takes time; upon most of the superintendents it entails considerable expense and, to those who do attend, do the benefits justify the expenditure incurred? That some profit is expected is indicated by the success of the gatherings, and the evidence of those who make it a point to be present would prove conclusively that something is gained.

The benefits derived from attending the conventions will not always

be in the formal proceedings, as in the intangible, but none the less real help received by each individual by contact and association with his co-workers. Personal acquaintance made and renewed among superintendents plays no insignificant part in the dissemination of information of value to all and in the promotion of that spirit of co-operation to be desired in the prosecution of the work in which each is engaged.

Though almost the maximum value of the formal proceedings of the convention is available to all through the lumber papers, yet only through attendance can the logging superintendent obtain from his associates full and complete accounts of experiences with various methods discussed in the freedom of private conversation—matters in which he is interested, when he can pick up stray bits of information that are useful in his daily work.

This and a resulting quickening interest and renewed enthusiasm in his work are the things that determine the value of an association to the man who attends. They amply repay the effort made in order to be present and the making of an especial effort cannot be too strongly urged upon not only the logging superintendent especially, but the manager as well.

Attendance

645. Ernest L. Abbett, Lehigh Valley Railway, Columbus, Ohio.
176. Charles Abbott, Atlantic Lumber Co., Boston, Mass.
127. Charles H. Adams, The Prescott Co., Menominee, Mich.
135. C. L. Aerne, Kentucky Lumber Co., Cincinnati, Ohio.
622. J. B. Adkinson, Adkinson Bros. Co., Carrollton, Ky.
324. Stuart A. Allen, C., H. & D. Railway, Cincinnati, Ohio.
68. Robert Allen, Willson Brothers Lumber Co., Pittsburg, Pa.
124. H. W. Alling, Caflisch Brothers, Jamestown, N. Y.
32. H. E. Ast, American Lumber & Manufacturing Co., Pittsburg, Pa.
522. C. E. Anderson, Ault & Jackson, Cincinnati, Ohio.
31. W. R. Anderson, Packages, Milwaukee, Wis.
259. C. H. Anderson, Tennessee Stave & Lumber Co., Sparta, Tenn.
74. Brent Arnold, Lake Erie & Western N. Y. Lines, Cincinnati, Ohio.
563. A. Arnold, Short-Hollowell Lumber Co., Cincinnati, Ohio.
216. John H. Arns, Lackawanna Line, Cincinnati, Ohio.
551. E. L. Ascheim, American Lead Pencil Co., Lewisburg, Tenn.
486. I. M. Asher, The Roy Lumber Co., Cincinnati, Ohio.
294. E. B. Ashorn, James Kennedy & Co., Ltd., Cincinnati, Ohio.
19. G. C. Ault, Ault & Jackson Co., Cincinnati, Ohio.
42. W. E. Barns, St. Louis Lumberman, St. Louis, Mo.
226. J. H. Baird, Southern Lumberman, Nashville, Tenn.
178. Edward Barber, Illingworth, Ingham & Co., Cincinnati, Ohio.
128. J. Barbour Gray, J. B. Gray & Son, Louisville, Ky.
308. J. H. Barclay, Shawnee Lumber Co., Cincinnati, Ohio.
349. Leland G. Banning, Leland G. Banning, Cincinnati, Ohio.
40. R. Bartlett, J. J. Newman Lumber Co., Cincinnati, Ohio.
375. George F. Banich, C., H. & D. Railway, Cincinnati, Ohio.
381. H. H. Barclay, Wood-Mosaic Co., Rochester, N. Y.
405. W. R. Barksdale, Barksdale-Kellogg Lumber Co., Memphis, Tenn.
608. O. B. Bannister, Muncie Wheel Co., Muncie, Ind.
638. J. D. Baker, P. T. Baker & Son, Cincinnati, Ohio.
631. Cal. Balmer, The Bluffton Hardwood Co., Bluffton, Ohio.
129. W. E. Berger, W. H. Dawkins Lumber Co., Ashland, Ky.
95. William F. Bell, Good Land Cypress Co., New Orleans, La.
464. O. F. L. Beckette, Ashland Lumber Co., Ashland, Ky.
544. F. L. Beef, Van Cleave Lumber Co., St. Louis, Mo.
641. R. E. Becker, Fairmount Lumber Co., Cincinnati, Ohio.
654. H. T. Benham, E. C. Atkins & Co., Indianapolis, Ind.
188. W. A. Bennett, Bennett & Witte, Cincinnati, Ohio.
33. D. B. Bird, United States Coal & Oil Co., Holden, W. Va.
428. W. F. Biederman, National Lumber Manufacturing Credit Corporation, St. Louis, Mo.
156. E. D. Biggs, E. D. Biggs Co., Winborn, Miss.
232. G. C. Blackburn, C., N. O. & T. P., Cincinnati, Ohio.
250. J. T. Blair, Duhlmeier Brothers, Cincinnati, Ohio.
166. H. P. Blake, Kentucky Lumber Co., Cincinnati, Ohio.
108. E. Z. Blagg, Globe-Wernicke Co., Cincinnati, Ohio.
29. James Boyd, New Orleans Lumber Trade Journal, New Orleans.
34. J. A. Bolser, Blackburn & Bolser Co., Cincinnati, Ohio.
70. Gus W. Bornhoff, Lake Shore-Lehigh Valley Railroad, Cincinnati, O.
101. S. G. Boyd, C. C. Boyd & Co., Cincinnati, Ohio.
309. James E. Bozman, Henry Strauss, Cincinnati, Ohio.
334. C. Bourne, Jr., Lackawanna Line, Memphis, Tenn.
476. W. C. Borcherding, Borcherding & Co., Cincinnati, Ohio.
525. Julius Boris, Crane-Hawley Co., Cincinnati, Ohio.
102. Martin G. Borgman, Dixie Lumber Co., Monroe, La.
290. Ferd Brenner, The Ferd Brenner Lumber Co., Cincinnati, Ohio.
369. Charles E. Brower, sec'y National Classification Committee, Memphis, Tenn.
372. D. H. Bryant, Midland Lumber Co., Cincinnati, Ohio.
376. F. H. Brenner, Grand Trunk Railway, Cincinnati, Ohio.
390. G. W. Brusher, Richmond, Ind.
53. J. Lee Brannon, inspector, Hardwood Manufacturers' Association, Nashville, Tenn.
76. T. C. Bryson, Connersville, Ind.
85. D. A. Brown, official reporter, Cincinnati, Ohio.
97. W. D. Brown, C. H. Foote Lumber Co., Cleveland, Ohio.
118. E. M. Brogden, American Barrel Co., Savannah, Ga.
119. S. M. Bradley, Morehead, Ky.
203. Harry R. Browne, Cincinnati, Ohio.
233. G. E. Breece, West Virginia Timber Co., Charleston, W. Va.
482. C. E. Brooks, Logan-Maphet Lumber Co., Knoxville, Tenn.
494. B. Bramlage, Short-Hollowell Lumber Co., Cincinnati, Ohio.
598. J. G. Brown, W. P. Brown & Sons Lumber Co., Louisville, Ky.
617. F. L. Brown, Crandall & Brown, Chicago, Ill.
637. J. D. Breining, American Wood Working Machinery Co., Chicago, Ill.
655. H. O. Bradford, Commercial Tribune, Cincinnati, Ohio.
35. William Burke, Burke Gold Shaft Co., Dayton, Ohio.
73. James Buckley, Brookville, Ind.
158. B. B. Burns, Tug River Lumber Co., Huntington, W. Va.
256. M. J. Burns, Conasauga Lumber Co., Cincinnati, Ohio.
257. John Burns, Conasauga Lumber Co., Cincinnati, Ohio.
454. Harry Burbank, The Dexter Lumber Co., Cincinnati, Ohio.
613. I. J. Budlong, American Wood Working Machinery Co., Aurora, Ill.
1. R. M. Carrier, Carrier Lumber & Manufacturing Co., Sardis, Miss.
149. U. A. Carrier, Cypress Hardwood Co., Cincinnati, Ohio.
91. A. L. Caflisch, Caflisch Brothers, Union City, Pa.
528. Al. Campbell, Cincinnati, Ohio.
524. George Campbell, Crane-Hawley Co., Cincinnati, Ohio.
612. L. J. Campbell, Creitt & Campbell, Cincinnati, Ohio.
442. J. M. Card, J. M. Card Lumber Co., Chattanooga, Tenn.
387. A. H. Card, Fullerton-Powell Hardwood Lumber Co., Cincinnati, O.
517. A. S. Carter, Cincinnati, Ohio.
587. S. L. Caeffe, New Glasgow Planing Mill Co., Glasgow, Ky.
543. F. R. Chambers, F. R. Chambers Lumber Co., Huntington, W. Va.
440. J. M. Cheeley, Kentucky Lumber Co., Cincinnati, Ohio.
509. L. M. Cheeley, Kentucky Lumber Co., Cincinnati, Ohio.
116. T. J. Christian, Maley & Wertz, Indianapolis, Ind.
293. J. N. Christe, James Kennedy & Co., Ltd., Cincinnati, Ohio.
155. W. T. Christine, American Lumberman, Chicago, Ill.
94. F. O. Clapp, Scituate, Mass.
492. C. W. Clapp, Brown Hoisting Machinery Co., Cleveland, Ohio.
112. Lafe Clore, May Brothers, Memphis, Tenn.
113. C. M. Clark, Swann-Day Lumber Co., Cincinnati, Ohio.
430. C. C. Clark, Advance Lumber & Veneer Co., Indianapolis, Ind.
488. George F. Clark, Woodbury Glass Co., Winchester, Ind.
295. J. M. Clifford, J. M. Clifford & Co., Detroit, Mich.
583. W. L. Claffey, Oak Flooring Manufacturers' Association, Detroit, Mich.
610. J. F. Cleland, Miltimore Lumber Co., Knoxville, Tenn.
131. James C. Cowen, Schultz Brothers & Cowen, Chicago, Ill.
317. F. A. Conkling Farrin-Korn Lumber Co., Cincinnati, Ohio.
359. J. L. Corn, The Highland Lumber Co., Snow Lake, Ark.
312. M. L. Conley, Kentucky Block Cannel Coal Co., Cannel City, Ky.
540. A. H. Cobham, M. B. Farrin Lumber Co., Cincinnati, Ohio.
86. John L. Cochran, New York, N. Y.
229. F. K. Conn, The Bayou Land & Lumber Co., Cincinnati, Ohio.
8. W. A. Cool, W. A. Cool & Son Lumber Co., Cleveland, Ohio.
18. W. N. Cooper, Asheville Lumber Co., Asheville, N. C.
424. M. Y. Cooper, Midland Lumber Co., Cincinnati, Ohio.
230. L. A. Cook, Hine & Cook, Cleveland, Ohio.
393. Thomas B. Coppock, S. P. Coppock & Sons Lumber Co., Fort Wayne, Ind.
409. O. Coppock, S. P. Coppock & Sons Lumber Co., Ft. Wayne, Ind.
403. W. L. Crenshaw, Bellgrade Lumber Co., Memphis, Tenn.
136. C. Crane, C. Crane & Co., Cincinnati, Ohio.
175. C. M. Crawford, Yellow Poplar Lumber Co., Coal Grove, Ohio.
303. F. R. Crandall, Mississippi Lumber Co., Quitman, Miss.
456. J. W. Craig, Queen City Lumber Co., Cincinnati, Ohio.
286. John Bemer Crosby, Chicago, Ill.
401. F. M. Cutsinger, Young & Cutsinger, Evansville, Ind.
623. A. Cunningham, Luhrig Coal Co., Cincinnati, Ohio.
624. B. A. Cunningham, Luhrig Coal Co., Cincinnati, Ohio.
652. Chas. Cullen, The Wm. Powell Co., Cincinnati, Ohio.
196. J. E. Cummins, The Columbus Saw Mill Co., Columbus, Ohio.
549. Charles A. Cunningham, L. W. Radina & Co., Cincinnati, Ohio.
559. T. W. Curley, The K. & P. Lumber Co., Cincinnati, Ohio.
160. Theo. Davis, Erie R. R., Columbus, Ohio.
83. E. L. Davidson, Parkersburg Mill Co., Parkersburg, W. Va.
212. Floyd Day, Swann-Day Lumber Co., Clay City, Ky.
505. F. C. Daley, Willson Brothers Lumber Co., Pittsburg, Pa.
377. Eugene W. Dahl, Grand Trunk Railway, Cincinnati, Ohio.
194. James R. Davidson, Doran & Co., Cincinnati, Ohio.
171. E. H. Defebaugh, American Lumberman, Chicago, Ill.
243. William Deck, L. W. Radina & Co., Cincinnati, Ohio.
105. W. E. Delaney, Kentucky Lumber Co., Cincinnati, Ohio.
24. E. A. Deem, Miami Lumber & Veneer Co., Dayton, Ohio.
570. W. E. Dingler, Parisville, Ohio.
406. James J. Divine, W. M. Ritter Lumber Co., Columbus, Ohio.
362. W. M. Dingfelder, W. M. Dingfelder & Co., Hamilton, Ohio.
365. George R. Dilks, Richmond, Ind.
14. W. W. Dings, Garetson-Greason Lumber Co., St. Louis, Mo.
600. Lewis Doster, Secretary Hardwood Manufacturers' Association, Cincinnati, Ohio.

439. H. C. Dodge, S. A. Woods Machine Co., Boston, Mass.
457. J. W. Douglas, Iron City Lumber Co., Birmingham, Ala.
490. E. A. Doyle, C., H. & D. Railway, Cincinnati, Ohio.
515. A. E. Douglas, C., C., C. & St. L. Railway Co., Cincinnati, Ohio.
383. W. A. Dolph, J. M. Card Lumber Co., Chattanooga, Tenn.
265. H. J. Dollman, Hardwood Manufacturers' Association, Cincinnati, O.
304. Frank L. Donnell, Young & Cutsinger, Indianapolis, Ind.
310. George W. Doran, Doran & Co., Cincinnati, Ohio.
62. H. E. DuBois, C., H. & D. Railway, Cincinnati, Ohio.
78. B. F. Dulweber, John Dulweber & Co., Cincinnati, Ohio.
79. F. H. Dubing, Graham Lumber Co., Cincinnati, Ohio.
130. Charles Duee, American Lumberman, Chicago, Ill.
195. W. B. Dunn, Buchanan & Dunn Lumber Co., Sylva, N. C.
328. F. M. Dudley, Brooksville, Ind.
366. Charles Duhlmeier, Duhlmeier Bros., Cincinnati, Ohio.
367. W. F. Duhlmeier, Duhlmeier Bros., Cincinnati, Ohio.
434. Mrs. Charles Duee, Chicago, Ill.
394. G. A. Dwiggins, Fountain City, Ind.

385. W. J. Eckman, M. B. Farrin Lumber Co., Cincinnati, Ohio.
336. Thomas P. Egan, J. A. Fay & Egan Co., Cincinnati, Ohio.
215. C. M. Elliot, Lackawanna Line, Louisville, Ky.
514. Charles A. Elliott, New York Lumber Trade Journal, Cincinnati, O.
152. R. G. Elmer, Fearon Lumber & Veneer Co., Ironton, Ohio.
602. H. W. Embry, Bell-Coggeshall Box Co., Louisville, Ky.
301. M. M. Erb, Case Lumber Co., Connersville, Ind.
348. T. W. Evall, Traders' Despatch, Cincinnati, Ohio.
213. Thomas L. Evans, Lackawanna Line, Cincinnati, Ohio.
378. W. K. Evans, Grand Trunk Railway, Cincinnati, Ohio.
167. H. K. Eutsler, Huntington, W. Va.

276. O. E. Faught, C. R. Hall Lumber Co., Cincinnati, Ohio.
313. George A. Fargher, National Builder, Chicago, Ill.
467. George Fair, Fair-Chritton Lumber Co., Chritton, Miss.
471. James G. Faulkner, Commercial Tribune, Cincinnati, Ohio.
151. W. H. Farnham, Mahan Lumber Co., Mahan, W. Va.
41. J. D. Farley, Louisiana Red Cypress Co., New Orleans, La.
557. H. W. Fagin, Fagin & Kirkpatrick, Cincinnati, Ohio.
575. J. H. Falk, West Virginia Timber Co., Detroit, Mich.
435. Fred Ferguson, Ferguson Inspection Bureau, Cincinnati, Ohio.
199. Frank F. Fee, Fee-Crayton Hardwood Lumber Co., Little Rock, Ark.
90. P. F. Fitzgibbons, McLean Lumber Co., Chattanooga, Tenn.
153. A. F. Fisher, Fearon Lumber & Veneer Co., Ironton, Ohio.
126. W. W. Fitzgibbons, McLean Lumber Co., Bliam, Ala.
373. W. H. Flinn, Midland Lumber Co., Cincinnati, Ohio.
523. John Flinn, Midland Lumber Co., Cincinnati, Ohio.
80. T. Flannery, T. Flannery Co., Cincinnati, Ohio.
98. James Flynn, Flynn Lumber Co., Charleston, W. Va.
611. J. W. Flennery, L. S. & K. L. N. Route, Cincinnati, Ohio.
466. John A. Ford, Imperial Lumber Co., Columbus, Ohio.
3. C. F. Ford, C., R. I. & P. Ry., Chicago, Ill.
89. John F. Fountain, inspector, Hardwood Manufacturers' Association, Wheaton, Ill.
584. Thomas Forman, Thomas Forman Co., Detroit, Mich.
593. C. T. Foote, C. T. Foote Lumber Co., Cleveland, Ohio.
596. P. Ford, Ward Lumber Co., Chicago, Ill.
205. Thomas W. Fry, C. F. Luehrmann Hardwood Lumber Co., St. Louis.
207. A. G. Fritchey, Lamb-Fish Lumber Co., Charleston, Miss.
350. Harry A. Freiberg, Freiberg Lumber Co., Cincinnati, Ohio.
493. George W. Friedrich, Ault & Jackson Co., Cincinnati, Ohio.
25. C. D. Fridman, Fridman Lumber Co., New Richmond, Ohio.
169. John H. Friant, Himmelberger-Harrison Lumber Co., Morehouse, Mo.
552. F. K. Frankeberger, Lumberman's Mutual Fire Insurance Co., Winchester, Ky.
603. M. J. Frank, Atlas Floor Co., Chicago, Ill.
227. Henry Furnung, Henry Furnung Lumber Co., Brookville, Ind.
508. F. E. Fuller, Columbus, Ohio.

532. P. M. Gale, Graham Lumber Co., Cincinnati, Ohio.
417. William F. Galle, William F. Galle & Co., Cincinnati, Ohio.
484. E. G. Garties, New River Lumber Co., Cincinnati, Ohio.
9. H. G. Garrett, Brodhead-Garrett Co., Clay City, Ky.
577. H. J. Gates, Louisville Point Lumber Co., Louisville, Ky.
621. B. I. Gasner, C. & O. T. P. Railroad, Cincinnati, Ohio.
511. Sam Gaver, Roy Floor Co., Cincinnati, Ohio.
81. A. E. Gazlay, Maley, Thompson & Moffett Co., Cincinnati, Ohio.
50. George H. Gerhardt, Clearfield Lumber Co., Clearfield, Ky.
566. F. S. Gest, Baldwin Piano Co., Cincinnati, Ohio.
272. E. Germain, Saginaw, Mich.
111. Earl Z. Giblon, Frisco Lines, Cincinnati, Ohio.
483. Henry H. Gibson, HARDWOOD RECORD, Chicago, Ill..
506. H. F. Giehl, Licking River Lumber Co., Huntington, W. Va.
342. S. Earle Giffen, Dwight Hinckley Lumber Co., Cincinnati, Ohio.
470. R. L. Gilbert, J. W. Darling Lumber Co., Cincinnati, Ohio.
274. W. A. Gilchrist, Three States Lumber Co., Memphis, Tenn.
206. R. L. Gillian, Williams & McKeithan Lumber Co., Lynchburg, Va.
170. F. H. Gluesing, Moline, Ill.
173. John H. Graham, John H. Graham & Co., White Oak, Ky.
307. J. Watt Graham, Graham Lumber Co., Cincinnati, Ohio.
320. H. J. Graham, Lackawanna Line, Chicago, Ill.
368. G. A. Grecnfield, Oden-Elliott Lumber Co., Cincinnati, Ohio.
347. Mrs. W. H. Greble, Memphis, Tenn.
346. W. H. Greble, Three States Lumber Co., Memphis, Tenn.
242. John W. Grimsley, J. A. Fay & Egan Co., Cincinnati, Ohio.
316. D. C. Gritman, Joshua Oldham & Sons, Brooklyn, N. Y.
446. Charles Gross, Ault & Jackson Co., Cincinnati, Ohio.
193. W. J. Griffith, Oliver Springs, Tenn.
599. Monte J. Goble, Fifty-third National Bank, Cincinnati, Ohio.
392. J. C. Gould, Oden-Elliott Lumber Co., Cincinnati, Ohio.
224. John Hall, Vansant, Kitchen & Co., Ashland, Ky.
268. M. A. Hayward, M. A. Hayward & Son, Columbus, Ohio.
277. C. L. Harrison, Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo.
278. T. E. Hardman, Hardman Lumber Co., Elkins, W. Va.
300. Charles R. Hall, C. R. Hall Lumber Co., Cincinnati, Ohio.
332. C. C. Hagemeyer, C. C. Hagemeyer & Co., Butler, Ky.
335. B. B. Harris, Traders' Despatch, Memphis, Tenn.
341. A. E. Hart, Leland G. Banning, Cincinnati, Ohio.
355. Weaver Haas, A. Z. Haas & W. E. Heyser Lumber Co., Louisville, Ky.
423. Mrs. M. Hawkins, Huntington, W. Va.
520. Alfred Hartebuh, Cincinnati, Ohio.
534. C. W. Harmeyer, J. W. Darling Lumber Co., Cincinnati, Ohio.
565. W. A. Hammonds, Acme Lumber & Coal Co., Birmingham, Ala.
567. George E. Hageman, Pounsford Stationery Co., Cincinnati, Ohio.
573. F. E. Hall, A. J. Hall & Co., Cincinnati, Ohio.
189. John P. Hanna, Wiborg & Hanna Co., Cincinnati, Ohio.
100. George W. Hand, Bayou Land & Lumber Co., Cincinnati, Ohio.
63. John Hayman, Brookville, Ind.
54. J. M. Hawkins, Howard Supply Co., Huntington, W. Va.
30. J. W. Hale, Charleston, W. Va.
607. Douglas Hazlett, Traders Despatch, Cincinnati, Ohio.
647. W. H. Harrison, Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo.
221. B. W. Herrman, N. & W. Ry., Cincinnati, Ohio.
223. D. W. Hewit, D. E. Hewit Lumber Co., Huntington, W. Va.
280. N. L. Heaton, Hardwood Manufacturers' Association, Cincinnati, O.
370. Harry Heincke, Hardwood Manufacturing Co., Cincinnati, Ohio.
374. W. E. Heyser, W. E. Heyser Lumber Co., Cincinnati, Ohio.
541. J. C. Henderson, Manchester Furniture Co., Manchester, Ohio.
542. George Henke, George Henke Co., New York, N. Y.
106. John F. Heberger, Standard Lumber Co., Nicholasville, Ky.
219. W. H. Hines, C. Crane & Co., Cincinnati, Ohio.
238. John H. Himmelberger, Himmelberger-Harrison Lumber Co., Morehouse, Mo.
356. G. S. Hill, Lamb-Fish Lumber Co., Charleston, Miss.
386. W. T. Hicks, Lewis-Wison-Hicks Co., Richmond, Ky.
420. J. V. Hill, Hill Brothers Tie & Lumber Co., Columbus, Ohio.
427. E. W. Hill, Hill Brothers Tie & Lumber Co., Columbus, Ohio.
191. H. H. Hitt, H. H. Hitt, Danville, Ala.
597. C. H. Hitchcock, Berlin Machine Works, Atlanta, Ga.
609. J. D. Hitchcock, Douglas & Walkley Co., Cleveland, Ohio.
632. Dwight Hinckley, The Dwight Hinckley Lumber Co., Cincinnati, Ohio.
642. J. D. Hitchcock, The J. D. Hitchcock Lumber Co., Ashtabula, Ohio.
185. A. T. Howry, Carrier Lumber & Manufacturing Co., Sardis, Miss.
147. R. W. Horton, W. M. Ritter Lumber Co., Columbus, Ohio.
107. W. H. Hopkins, New River Lumber Co., Cincinnati, Ohio.
93. C. H. Holden, Midland Lumber Co., Parkersburg, W. Va.
620. H. C. Hossafous, H. C. Hossafous, Dayton, Ohio.
640. H. M. Houston, The Houston Stanwood & Gamble Co., Cincinnati, Ohio.
234. Alfred C. W. Howard, Stearns Coal & Lumber Co., Cincinnati, Ohio.
352. W. E. Hooper, D. W. Baird Lumber Co., Chicago, Ill.
354. R. F. Hodges, W. E. Heyser Lumber Co., Cincinnati, Ohio.
458. H. A. Hollowell, Short-Hollowell Lumber Co., Cincinnati, Ohio.
211. J. D. Hughes, The J. D. Hughes Lumber Co., High Bridge, Ky.
299. A. R. Humble, A. R. Humble & Son, Somerset, Ky.
459. H. M. Hubbell, Mahan Lumber Co., Mahan, W. Va.
480. George L. Hussey, Cincinnati, Ohio.
581. Oliver W. Hull, A. H. Hitchcock, Chicago, Ill.

60. H. G. Irwin, Erie Lumber Co., Erie, Pa.
477. Leon Isaacsen, Yellow Poplar Lumber Co., Coal Grove, Ohio.

36. H. C. Jacoby, Jacoby-Delaney Lumber Co., Hamilton, Ohio.
82. W. Lee Jack, Weston Lumber Co., Weston, W. Va.
7. A. V. Jackson, Ault & Jackson Co., Cincinnati, Ohio.
183. R. Jenks, Davis-Birely Table Co., Shelbyville, Ind.
389. S. P. Jewel, Lewis-Hicks Co., Glasgow, Ky.
478. George B. Jobson, B. A. Leech Lumber Co., Columbus, Ohio.
633. W. D. Johnston, American Lumber and Manufacturing Co., Pittsburg, Pa.
496. W. Thomas Johnson, T. B. Stone Lumber Co., Cincinnati, Ohio.
275. Walter E. Johns, William H. Perry Lumber Co., Cincinnati, Ohio.
267. Bolling Arthur Johnson, American Lumberman, Chicago, Ill.
315. F. A. Johnson, Paine Lumber Co., Ltd., Oshkosh, Wis.
37. R. H. Johnson, Holley-Matthews Manufacturing Co., Sikeston, Mo

162. C. M. Johnston, Erie R. R., Columbus, Ohio.
168. F. L. Johnson, Jr., Smith & Johnson, Chicago, Ill.
[illegible]. Grover E. Jones, The M. B. Farrin Lumber Co., Cincinnati, Ohio.
357. Clyde E. Jones, Lamb-Fish Lumber Co., Charleston, Miss.
[illegible]. Col. I. F. Jones, Elk Garden Lumber Co., Blackford, Va.
298. J. W. Jordan, C., H. & D. Railway, Cincinnati, Ohio.
[illegible]. J. B. Joseph, Tennessee Hardwood Lumber Co., Nashville, Tenn.

21. Norman Kennedy, James Kennedy & Co., Ltd., Glasgow, Scotland.
[illegible]. H. W. Kennedy, George A. Kennedy, Sardinia, Ohio.
132. C. C. Kelly, Clyde Iron Works, Duluth, Minn.
246. J. E. Kelly, Ozan Lumber Co., St. Louis, Mo.
438. B. C. Kelly, Hardwood Manufacturers' Association, Cincinnati, Ohio.
[illegible]. Lester Keller, Highland Lumber Co., Snow Lake, Ark.
[illegible]. H. T. Kemper, Cincinnati, Ohio.
[illegible]. W. Kemper, H. T. Kemper, Cincinnati, Ohio.
[illegible]. Edw. F. Keidel, T. P. Scott & Co., Cincinnati, Ohio.
495. Joseph T. Keeveny, T. W. Keeveny Lumber Co., Cincinnati, Ohio.
[illegible]. T. P. Keefe, Brodhead-Garret Co., Clay City, Ky.
450. T. W. Keeveny, T. W. Keeveny Lumber Co., Cincinnati, Ohio.
545. C. J. Kipp, B. A. Kipp & Co., Cincinnati, Ohio.
65. B. A. Kipp, B. A. Kipp & Co., Cincinnati, Ohio.
527. John W. Kitchen, J. W. Kitchen Lumber Co., Ashland, Ky.
291. John S. Kitchen, J. T. Kitchen & Sons, Columbus, Ind.
261. T. P. Kirby, The New River Lumber Co., Cincinnati, Ohio.
287. J. C. Kimball, J. C. Kimball & Co., Knoxville, Tenn.
530. George O. Kiefe, Hardwood Lumber Co., Cleveland, Ohio.
388. John R. King, Cincinnati, Ohio.
198. D. E. Kline, Louisville Veneer Mills, Louisville, Ky.
487. J. J. Klenke, Traders' Despatch, Cincinnati, Ohio.
590. C. H. Kramer, C. & W. Kramer Co., Richmond, Ind.
414. O. M. Krebs, McLean Hardwood Lumber Co., Memphis, Tenn.
558. Joseph G. Kunze, Krell Piano Co., Cincinnati, Ohio.

161. N. H. Lawson, Henlawson Lumber Co., Henlawson, W. Va.
615. Geo. B. Lapping, Wood-Mosaic Co., New Albany, Ind.
143. T. H. Letson, American Hoist & Derrick Co., New York, N. Y.
419. J. Lewis, Lewis Lumber Co., Liberty Hill, Ohio.
489. John C. Leggett, Woodbury Glass Co., Winchester, Ind.
441. C. W. Leech, Charles W. Leech Lumber Co., Detroit, Mich.
501. H. J. Lewin, The A. M. Lewin Lumber Co., Cincinnati, Ohio.
518. John Leonceill, Cincinnati, Ohio.
305. Frank E. Liny, Bayou Land & Lumber Co., Cincinnati, Ohio.
322. George Littleford, Cincinnati, Ohio.
48. J. J. Linehan, Linehan Lumber Co., Pittsburg, Pa.
284. J. W. Love, Love, Boyd & Co., Nashville, Tenn.
402. R. J. Lockwood, Memphis Hardwood Flooring Co., Memphis, Tenn.
120. H. F. Long, W. B. Carpenter Co., Cincinnati, Ohio.
77. Hamilton Love, Love, Boyd & Co., Nashville, Tenn.
39. C. H. Loveland, Winchester, Ky.
27. J. W. Long, New York Lumber Trade Journal, New York City.
228. Charles Ludwig, Times-Star, Cincinnati, Ohio.
345. A. W. Lucas, Lucas Land & Lumber Co., Paducah, Ky.
177. George E. W. Luehrmann, C. F. Luehrmann Hardwood Lumber Co., St. Louis, Mo.
133. J. J. Lumm, Clyde Iron Works, Duluth, Minn.
548. R. W. Lucius, The Baldwin Piano Co., Cincinnati, Ohio.

225. T. B. McCormick, Carrier Lumber & Manufacturing Co., Sardis, Miss.
276. W. H. McMillan, J. A. Fay & Egan Co., Cincinnati, Ohio.
237. Hugh McLean, Hugh McLean Hardwood Lumber Co., Buffalo, N. Y.
241. A. H. McCulloch, South Casco, Me.
260. C. G. McLaughlin, Conasauga Lumber Co., Cincinnati, Ohio.
59. Thomas J. W. McCausey, J. W. McCausey & Co., Detroit, Mich.
289. Thomas McCullough, National Association of Box Manufacturers, Chicago, Ill.
634. Geo. I. McClure, Geo. I. McClure, Detroit, Mich.
619. F. McDonnell, Columbus, Ohio.
165. J. McRoberts, Kentucky Lumber Co., Cincinnati, Ohio.
586. C. L. McConnell, Nashville Hardwood Flooring Co., Nashville, Tenn.
416. James A. McEntee, J. A. McEntee Lumber Co., Cincinnati, Ohio.
184. C. C. McGuire, Lilly Lumber Co., Hinton, W. Va.
157. J. F. McIntyre, J. F. McIntyre & Sons, Pine Bluff, Ark.
154. T. J. McGeoy, Lackawanna Line, St. Louis, Mo.
114. Ralph McCracken, Kentucky Lumber Co., Cincinnati, Ohio.
556. H. C. McKay, C. Crane & Co., Cincinnati, Ohio.
2. J. M. McCarthy, purchasing agent C., R. I. & P. Ry., Chicago, Ill.
413. Stuart MacDougall, Short-Hollowell Lumber Co., Cincinnati, Ohio.
187. William A. MacLean, Wood Mosaic Co., New Albany, Ind.
510. Basil Magor, Magor Car Co., New York, N. Y.
5. J. A. Matheson, Detroit, Mich.
245. Frank May, May Brothers, Memphis, Tenn.
262. L. L. Mather, The Henry Disston & Sons Co., Cincinnati, Ohio.
649. Robert Marshall, Grand View Coal and Timber Co., Chattanooga, Tenn.
491. F. W. Mager, C., H. & D. Railway, Cincinnati, Ohio.
485. Ed. Maphet, Logan-Maphet Lumber Co., Knoxville, Tenn.
445. Claude Maley, Maley & Wertz, Evansville, Ind.

418. Frank M. Maley, Maley Bros. & Co., Cincinnati, Ohio.
137. W. E. Mathews, Climax Manufacturing Co., Corry, Pa.
110. Ralph May, May Brothers, Memphis, Tenn.
75. J. W. Mayhew, W. M. Ritter Lumber Co., Columbus, Ohio.
217. J. J. Melton, Carr Lumber Co., Springton, W. Va.
292. S. Menzies, James Kennedy & Co., Ltd., Cincinnati, Ohio.
415. J. D. Metz, Maley & Wertz, Columbus, Ind.
186. M. W. Mercereau, Valley Tie & Lumber Co., Staunton, Va.
141. E. W. Mecker, HARDWOOD RECORD, Chicago, Ill.
121. H. K. Mead, E. V. Babcock & Co., Pittsburg, Pa.
333. H. L. Mickle, H. L. Mickle Lumber Co., Cincinnati, Ohio.
582. E. C. Miller, Studebaker Brothers Manufacturing Co., South Bend., Ind.
578. E. S. Mills, Muncie Wheel Co., Muncie, Ind.
561. C. S. Miller, The Dexter Lumber Co., Norwood, Ohio.
421. H. B. Milliken, Advance Lumber & Veneer Co., Indianapolis, Ind.
425. H. R. Mills, Maley, Thompson & Moffett Co., Cincinnati, Ohio.
125. J. C. Mitchell, The Henry Disston Sons Co., Cincinnati, Ohio.
104. Charles A. Miller, J. W. Johnson Co., Huntington, W. Va.
251. T. W. Moore, Swann-Day Lumber Co., Lexington, Ky.
282. C. P. Morse, Erie Railroad, Cincinnati, Ohio.
311. M. R. Moran, C. A. Scott & J. W. Wright Co., Newport, Ky.
319. A. W. Mowbray, Hardwood Lumber Co., Cincinnati, Ohio.
[illegible]. George M. Morgan, Nicola, Stone & Myers Co., Cincinnati, Ohio.
[illegible]. Paul Moffett, Enquirer, Cincinnati, Ohio.
469. T. J. Moffett, Maley, Thompson & Moffett Co., Cincinnati, Ohio.
465. S. D. Morgan, Imperial Lumber Co., Columbus, Ohio.
437. W. B. Morgan, Anderson-Tully Co., Memphis, Tenn.
436. Owen Moffett, Moffett, Bowman & Rush, Memphis, Tenn.
57. John B. Morris, Blackburn & Bolser Co., Cincinnati, Ohio.
43. George P. Morgan, W. S. Mercerrau Lumber Co., Parkersburg, W. Va
529. Joe Murphy, Hardwood Lumber Co., Cleveland, Ohio.
531. A. A. Mumbone, The Wayne Works, Richmond, Ind.
71. M. G. Mulvihill, Cincinnati Northern Railroad, Cincinnati, Ohio.
536. E. F. Myers, The W. G. Ward Lumber Co., Ironton, Ohio.
117. Edw. Myers, Smith, Myers & Co., Cincinnati, Ohio.

443. G. M. Nash, Tug River Lumber Co., Huntington, W. Va.
302. D. J. Neher, Frankfort, Ind.
504. E. C. Nichols, Union Tie & Lumber Co., Kalamazoo, Mich.
498. Edgar Nichols, Union Tie & Lumber Co., Grand Rapids, Mich.
339. W. E. Nickey, Green River Lumber Co., Memphis, Tenn.
618. S. H. Nigh, The Nigh Lumber Co., Ironton, Ohio.
6. W. H. Nigh, Nigh Lumber Co., Ironton, Ohio.
288. Nora B. Nolan, Kentucky Lumber Co., Cincinnati, Ohio.
444. E. B. Norman, E. B. Norman & Co., Louisville, Ky.
447. A. E. Norman, Norman Lumber Co., Louisville, Ky.
164. Jay H. Northup, Jay H. Northup, Louisa, Ky.
468. E. Northrop, Pennsylvania Lines, Cincinnati, Ohio.

26. A. O'Brien, Licberman, Loveman & O'Brien, Nashville, Tenn.
472. E. T. Oden, manager Oden-Elliott Lumber Co., Cincinnati, Ohio.
285. G. V. Oldham, Joshua Oldham & Sons, Brooklyn, N. Y.
159. M. N. Offutt, Rockcastle Lumber Co., Huntington, W. Va.
138. L. W. Olds, Climax Manufacturing Co., Corry, Pa.
601. W. A. Orrock, Ft. Wayne, Ind.
244. Joseph S. Otis, Otis Manufacturing Co., New Orleans, La.

150. E. L. Page, American Forest Co., St. Louis, Mo.
263. R. G. Page, Licking River Lumber Co., Huntington, W. Va.
306. C. A. Patterson, Building Management, Chicago, Ill.
192. S. E. Patton, Sun Lumber Co., Dayton, Ohio.
12. Thomas D. Payne, Spencer, Ind.
154. M. L. Pease, Quercus Lumber Co., Poplar Bluff, Mo.
92. H. E. Pearsall, Wood Mosaic Co., New Albany, Ind.
340. W. H. Perkins, Climax Lumber Co., St. Landry, La.
45. George Personett, Personett Lumber Co., Brookville, Ind.
47. Roy Personett, Personett Lumber Co., Brookville, Ind.
635. H. J. Pfiester, M. B. Farrin Lumber Co., Cincinnati, Ohio.
179. J. A. Porter, J. A. Porter & Co., Middletown, Ohio.
200. Thomas E. Powe, Thomas E. Powe Lumber Co., St. Louis, Mo.
201. Mrs. Thomas E. Powe, St. Louis, Mo.
209. Miss Thos. E. Powe, St. Louis, Mo.
337. J. N. Powers, John Dulweber & Co., Cincinnati, Ohio.
239. C. F. Pratt, The Jewel Carriage Co., Cincinnati, Ohio.
343. George Prentiss, The Prentiss Co., Shelby, Miss.
460. J. M. Pritchard, J. M. Pritchard Lumber Co., Memphis, Tenn.
580. Will C. Pulse, Pulse & Porter, Greensburg, Ind.
72. F. B. Pryor, W. M. Ritter Lumber Co., Columbus, Ohio.
449. William Pulling, William Pulling Co., Windsor, Ont.

253. O. C. Quarterman, American Lumberman, Chicago, Ill.
344. Walter Quick, Richey, Halsted & Quick, Cincinnati, Ohio.

412. O. S. Rapp, The Prendergast Co., Marion, Ohio.
202. William F. Rapp, Yellow Poplar Lumber Co., Coal Grove, Ohio.
269. J. C. Rash, Shawnee Lumber Co., Cincinnati, Ohio.
547. L. W. Radina, L. W. Radina & Co., Cincinnati, Ohio.
331. Fred E. Radina, L. W. Radina & Co., Cincinnati, Ohio.
273. A. B. Ransom, John B. Ransom & Co., Nashville, Tenn.

463. W. W. Reilly, W. W. Reilly & Bro., Buffalo, N. Y.
180. H. A. Reynolds, George C. Brown & Co., Cincinnati, Ohio.
629. H. J. Reinhard, H. J. Reinhard & Co., Cincinnati, Ohio.
455. G. W. Reimeier, Reimeier Lumber Co. Cincinnati, Ohio.
64. D. M. Reed, Hardwood Manufacturers' Association, Indianapolis, Ind.
66. Wash Rees, HARDWOOD RECORD, Cincinnati, Ohio.
271. R. C. Reif, Cincinnati, Ohio.
55. C. L. Ritter, C. L. Ritter Lumber Co., Huntington, W. Va.
422. Mrs. C. L. Ritter, Huntington, W. Va.
628. Arch. M. Rice, Ohio Elevator and Machine Co., Columbus, Ohio.
296. E. A. Robinson, Mowbray & Robinson, Cincinnati, Ohio.
325. F. B. Robertson, Anderson-Tully Co., Memphis, Tenn.
360. C. K. Robertson, Yuma Coal & Lumber Co., Logan, W. Va.
51. G. G. Roberts, Big Four Hardwood Co., Toledo, Ohio.
462. H. D. Rodgers, Jr., Hawkinsville Stair Lumber Co., Hawkinsville, Ga.
382. William Cook Rogers, Piqua Handle Manufacturing Co., Piqua, Ohio.
204. G. G. Roberts. Big Four Hardwood Co., Toledo, Ohio.
364. John L. Ross, Hamilton Lumber Co., Hamilton, Ohio.
533. E. D. Ross, J. W. Darling Lumber Co., Cincinnati, Ohio.
614. Frank Ross, Patton Timber Co., Cattlesburg, Ky.
500. H. M. Rowe, Powell & Rowe, Columbus, Ohio.
399. F. J. Roys, Fullerton-Powell Hardwood Lumber Co., South Bend, Ind.
646. J. C. Rodahaffer, Geo. W. Hartzell, Piqua, Ohio.
163. J. C. Roane, The Weston Lumber Co., Weston, W. Va.
653. John Robb, J. A. Holmes Lumber Co., St. Louis, Mo.
214. E. P. Rogers, Rogers Wheel Co., Cincinnati, Ohio.
218. F. Rubenstein, The Great Eastern Timber Co., Ltd., London, Eng.
281. H. S. Sackett, Forest Service, Chicago, Ill.
283. J. L. Sands, Robert H. Jenks Lumber Co., Cleveland, Ohio.
395. J. A. Salmon, The Henley Lumber Co., Portsmouth, Ohio.
526. C. L. Saulsberry, Ashland, Ky.
270. G. W. Schwartz, Vandalia Railroad, St. Louis, Mo.
398. C. H. Schatzman, Pennsylvania Railroad, Cincinnati, Ohio.
433. W. H. Schlayer, The K. & P. Lumber Co., Cincinnati, Ohio.
448. B. F. Scearcy, Whisler & Scearcy Co., Ironton, Ohio.
421. Mrs. W. T. Schnaufer, Marietta, Ohio.
591. W. P. Scharp, Cincinnati Post, Cincinnati, Ohio.
546. C. G. Schrader, The Ferd. Brenner Lumber Co., Cincinnati, Ohio.
644. H. E. Schaller, J. A. Fay & Egan Co., Cincinnati, Ohio.
639. John Schulte, McWilliams & Schulte, Cincinnati, Ohio.
411. George H. Schotte, The Thompson Hardwood Lumber Co., Cincinnati, Ohio.
571. William P. Schmuhl, Fullerton-Powell Hardwood Lumber Co., South Bend, Ind.
568. Alex Schmidt, Francke Lumber Co., Cincinnati, Ohio.
182. Dr. Louis Schwab, mayor of Cincinnati, Cincinnati, Ohio.
56. W. T. Schnaufer, The Crescent Lumber Co., Marietta, Ohio.
96. B. R. Schieltz, Cleveland, Ohio.
453. W. D. Sexton, The Queen City Box Co., Cincinnati, Ohio.
512. John D. Serena, The Roy Lumber Co., Cincinnati, Ohio.
627. C. M. Sears, Edw. L. Davis Lumber Co., Louisville, Ky.
208. H. C. Shreve, Cincinnati, Ohio.
240. F. H. Shaw, The Dixie Lumber & Coal Co., Crossville, Tenn.
252. Nelson R. Short, Short-Hollowell Lumber Co., Cincinnati, Ohio.
323. Charles F. Shiels, Charles F. Shiels & Co., Cincinnati, Ohio.
461. Joseph E. Shiels, Charles F. Shiels & Co., Cincinnati, Ohio.
396. T. Shoemaker, Doran & Co., Cincinnati, Ohio.
550. F. J. Shant, Ashland Leather Co., Ashland, Ky.
513. P. V. Shoe, The K. & P. Lumber Co., Cincinnati, Ohio.
499. E. L. Shippen, Louisville Point Lumber Co., Louisville, Ky.
28. Will H. Shippen, Shippen Lumber Co., Ellijay, Ga.
400. A. J. Sims, Fooshee & Sims, Sparta, Tenn.
115. John L. Sine, Three States Lumber Co., Memphis, Tenn.
474. James C. Dickson, Indianapolis, Ind.
516. John Sloniker, Mowbray & Robinson, Cincinnati, Ohio.
588. John A. Smith, Rochester, N. Y.
497. C. L. Smith, Maley, Thompson & Moffett Co., Cincinnati, Ohio.
139. J. H. P. Smith, Hardwood Lumber Co., Cincinnati, Ohio.
481. D. C. Snook, Lockland Lumber Co., Cincinnati, Ohio.
327. Frank V. Sowles, Hoshall & McDonald Brothers, New Orleans, La.
174. E. M. Sprague, Edward Hines Lumber Co., Chicago, Ill.
140. E. W. Sprinkle, Hardwood Lumber Co., Cincinnati, Ohio.
222. Samuel Stephenson, Holley & Stephenson, Charleston, W. Va.
248. A. P. Steele, Carrier Lumber & Manufacturing Co., Sardis, Miss.
266. Frank J. Starnum, Jacoby-Delaney Lumber Co., Hamilton, Ohio.
318. Will S. Sterrett, Farrin-Korn Lumber Co., Cincinnati, Ohio.
326. Frank E. Stevenson, Pennsylvania Lines, Cincinnati, Ohio.
410. O. P. Stratemeyer, The Thompson Hardwood Lumber Co., Cincinnati, Ohio.
432. L. E. Starr, The Starr Lumber Co., Chicago, Ill.
451. F. N. Stanforth, Cypress Hardwood Co., Cincinnati, Ohio.
589. J. A. Strack, Hugh McLean Hardwood Lumber Co., Chicago, Ill.
650. C. W. Stauffer, Grand View Coal and Timber Co., Scottdale, Pa.
651. T. B. Stone, T. B. Stone Lumber Co., Cincinnati, Ohio.
625. J. V. Stimson, Huntingsburg, Ind.
604. R. M. Stephenson, W. R. Vansant Lumber Co., Ashland, Ky.
592. J. S. Steele, The R. W. Monger Lumber Co., Elkhart, Ind.
579. S. B. Stanberg, Chicago Lumber & Coal Co., Cincinnati, Ohio.
538. Fred W. Stille, Stille & Duhlmeier, Cincinnati, Ohio.
258. Ralph E. Sumner, Hamilton H. Salmon & Co., New York City.
15. H. E. Swezey, James H. Walsh Co., Buffalo, N. Y.

172. John Tate, E. C. Atkins & Co., Indianapolis, Ind.
16. S. B. Taylor, Taylor & Mason, Buffalo, N. Y.
519. Earl Taylor, Hardwood Lumber Co., Cincinnati, Ohio.
87. J. W. Taylor, Domestic Lumber Co., Columbus, Ohio.
103. William Threlkeld, Indiana Quartered Oak Co., New York, N. Y.
10. E. J. Thoman, Bennett & Witte, Cincinnati, Ohio.
69. W. H. M. Thomas, Pennsylvania Railroad Co., Philadelphia, Pa.
353. W. C. Thompson, W. E. Heyser Lumber Co., Cincinnati, Ohio.
142. Miles J. Todd, L. S. L. V. Route, Cincinnati, Ohio.
429. A. M. Todd, C. F. Luehrmann Hardwood Lumber Co., St. Louis, Mo.
49. George B. Townsend, Holston Box & Lumber Co., Knoxville, Tenn.
52. W. B. Townsend, Little River Lumber Co., Townsend, Tenn.
249. C. C. Trimble, Trimble Cypress Co., Cincinnati, Ohio.
426. J. G. Trimble, Trimble Cypress Co., Cincinnati, Ohio.
574. M. G. Truman, Marsh & Bingham, Chicago, Ill.

210. H. G. Van Orsdel, H. G. Van Orsdel & Co., Lexington, Ky.
452. James A. Van Orsdel, Leland G. Banning, Cincinnati, Ohio.
626. Herman Von Schrenk, Von Schrenk, Fulks & Kammerer, St. Louis, Mo.
321. C. B. Vandervost, Cincinnati, Ohio.
61. R. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky.
572. W. R. Vansant, W. R. Vansant Lumber Co., Ashland, Ky.

181. W. G. Ward, W. G. Ward Lumber Co., Ironton, Ohio.
475. George M. Waters, George M. Waters Co., New Palestine, Ind.
479. W. H. Walt, Traders' Despatch, Cincinnati, Ohio.
220. W. I. Watson, Mahan Lumber Co., Mahan, W. Va.
247. John R. Walker, The Lumbermen's Bureau, Washington, D. C.
314. H. W. Walker, Radford Co., Chicago, Ill.
46. M. C. Walker, Fayette Lumber Co., Connersville, Ind.
84. Cliff S. Walker, Bayou Land & Lumber Co., Cincinnati, Ohio.
576. James D. Watson, Tiffin Hardwood Co., Tiffin, Ohio.
606. C. L. Wade, Western Lumber Co., Boston, Mass.
329. Wallace D. Wolfe, Nicola, Stone & Myers Co., Cincinnati, Ohio.
656. T. H. Welsh, Buffalo Hardwood Lumber Co., Memphis, Tenn.
585. Robert C. Webster, Huntsville Lumber Co., Decatur, Ala.
616. John W. Welsh, Buffalo Hardwood Lumber Co., Buffalo, N. Y.
148. Harry B. Weiss, Wilson Lumber Co., Ltd., Cincinnati, Ohio.
502. Lloyd R. Wells, Midvale Steel Co., Midvale, Pa.
507. H. R. Welling, Mowbray & Robinson, Cincinnati, Ohio.
569. W. N. Webb, The Forest Products Co., Chicago, Ill.
264. H. D. West, Hardwood Manufacturers' Association, Cincinnati, Ohio.
297. J. H. Wehry, George Littleford, Cincinnati, Ohio.
404. Wendell M. Weston, W. M. Weston Co., Boston, Mass.
407. Daniel Wertz, Maley & Wertz, Evansville, Ind.
67. J. C. West, Midland Lumber Co., Parkersburg, W. Va.
146. W. E. Weakley, W. M. Ritter Lumber Co., Columbus, Ohio.
630. F. Webster, Huntsville Lumber Co., Decatur, Ala.
255. C. F. Whisler, Hillsboro, Ohio.
397. B. R. White, Canadian Pacific Railway, Cincinnati, Ohio.
11. T. J. White, Bennett & Witte, Cincinnati, Ohio.
88. C. L. White, inspector, Hardwood Manufacturers' Association, Philadelphia, Pa.
190. M. R. Williams, H. H. Hitt, Danville, Ala.
197. C. L. Williams, Architectural Record Co., Chicago, Ill.
503. W. G. Wilmot, Lidgerwood Manufacturing Co., New York, N. Y.
564. B. S. Wiltus, Short-Hollowell Lumber Co., Cincinnati, Ohio.
263. William B. Wick, Martin Wick Lumber Co., Hamilton, Ohio.
358. R. C. Witbeck, Ferd. Brenner Lumber Co., Cincinnati, Ohio.
371. S. Wildberg, Wildberg Lumber Co., Cincinnati, Ohio.
391. B. B. Williams, Richmond, Ind.
20. A. T. Williams, Williams Lumber Co., Fayetteville, Tenn.
22. J. K. Williams, Williams Lumber Co., Fayetteville, Tenn.
123. John E. Williams, American Lumberman, Chicago, Ill.
144. Fred A. Wilson, Vansant, Kitchen & Co., Ashland, Ky.
145. K. F. Williams, Hardwood Lumber Co., Cincinnati, Ohio.
648. J. C. Williams, McWilliams & Schulte, Cincinnati, Ohio.
521. Taylor Wolf, Cincinnati, Ohio.
254. W. B. Woodward, Wildberg Lumber Co., Cincinnati, Ohio.
4. J. N. Woodbury, John A. Reitz & Sons, Evansville, Ind.
38. J. N. Woolett, Aberdeen Lumber Co., Pittsburg, Pa.
99. William Woodward, Woodward Lumber Co., Lapel, Ind.
594. Jno. A. Wood, Harriman, Tenn.
231. Giles Wright, Wright-Kitchen Lumber Co., Ashland, Ky.
560. Albert H. Wuenker, Brodhead-Garrett Co., Cincinnati, Ohio.

44. John B. Yates, John B. Yates Lumber Co., Pennsboro, W. Va.
122. J. C. Yend, Ravenna, Ohio.
408. B. Young, Young & Cutsinger, Evansville, Ind.

361. J. E. Zimmer, Hamilton Lumber Co., Hamilton, Ohio.

Annual Northern Hemlock and Hardwood Manufacturers' Association

The annual meeting of the Northern Hemlock & Hardwood Manufacturers' Association was held at the Pfister hotel, Milwaukee, on Tuesday, January 31, and called out nearly the entire membership of the association.

After the roll call, on motion, the reading of the minutes of the last meeting was dispensed with.

President W. C. Landon then read his address, as follows:

President's Address

It is with much pleasure to me that we come together today, not as strangers but as one large family, with one common interest, one purpose, and a feeling of goodfellowship one toward the other. One year ago we consolidated the hemlock and hardwood associations. I regret to say that not all of the members then in these two associations felt inclined to identify themselves with the new association. We started out, however, with a membership representing about 400,000,000 feet. George H. Chapman, then acting secretary, did much and to him we owe a great deal for the earnest efforts in completing our organization and securing additional members.



W. C. LANDON, WAUSAU, PRESIDENT.

On April 1 R. S. Kellogg took up the work as secretary with his office at Wausau and it has been a personal pleasure to me to be associated with him. You know something of the good work he has done through the reports and information you have received from his office. But this is not all; in his office he now has compiled records by which comparisons can be made, the value of which for future use is hard to estimate.

To the various committees I wish to express the appreciation of this association for the excellent work they have done in its behalf. I will not discuss the work of these committees, as they have their own reports and recommendations to make.

To each and every member I wish to thank you personally for your co-operation, and to compliment you for the prompt response you have made to the various inquiries made by our secretary, and while this response has been good we hope that it may continue and even become better, for it is only by your individual co-operation that the best results may be accomplished for this association. This is your association, gentlemen, not mine, nor that of the secretary, but yours; and it depends entirely upon how much you are willing to put into it as to how much you will get out of it.

The last year has been very disappointing to lumber manufacturers in all parts of the country, starting [illegible] and with a good demand for lumber with fair prices and indications of an early advance. We had every reason to feel hopeful for the year 1910. About May 1 money began to tighten up, interest rates to increase, the iron and steel business became weak and orders scarce, and by July 1 business in nearly every line of trade was in a very unsatisfactory condition. As a result, the price of lumber declined and the movement was considerably retarded. In spite of this fact I believe there was less lumber in the hands of the manufacturers throughout the country on January 1, 1911, than there was a year ago. We are now entering upon the new year with business conditions improved, money getting easier, with a lower rate of interest, lumber is in better demand and at a little better price, so that there is every indication of a fair year's business for 1911. I do not look for a boom, but I do believe that we are going to see better days during this year than it has been our privilege to enjoy during the last three years.

Low-grade stock has been very materially reduced during the last six months, which I believe will do much to strengthen the market on that class of stock. During the last year there has been manufactured about the same as that consumed. This is encouraging because of the fact that the railroad companies have not been in the market for their usual amount of lumber, retail stocks are light and have good prospects for a good trade, so that with a general improvement in trade conditions there is bound to be an increased demand for lumber.

For some time past I have had under consideration the advisability of trying to establish uniform grading rules on hemlock with the Michigan association. It seems to me that this could be done to the mutual advantage of both associations. Much of our lumber is being shipped into common territory, and as Michigan and Wisconsin are the only two states in the Northwest producing hemlock there is every reason why we should have uniform grading rules, and I urge that some action be taken whereby the two associations may get together on these rules. The Michigan association has already expressed itself in favor of the adoption of uniform rules for grading hemlock.

Secretary R. S. Kellogg then read the treasurer's and secretary's reports as follows:

Secretary's Report

The association began the year with sixty-eight members and closed with seventy-seven, two concerns having been dropped in October for non-payment of dues. The membership contracts of four concerns were terminated January 1, and two concerns recently have joined, so, while a few concerns have not furnished estimates of their sales in 1911, it is probable that we can count upon a membership of seventy-five for the beginning of the new year. Making as close estimates as possible for the concerns whose final reports are lacking we have the following statement of sales in 1910 and of net gain to the association from overrun:

HEMLOCK SALES, 1910

	Feet.
Estimates	391,325,000
Actual sales	435,503,797
Overrun	44,178,297
Dues on overrun	$662.67

HARDWOOD SALES, 1910

	Feet.
Estimates	192,450,000
Actual sales	190,854,397
Underrun	1,595,603
Credit on underrun	$ 47.88
Net overrun	614.79

Using the preceding estimates the financial condition of the association the first of the year and the probable receipts and expenses in 1911 are as follows:

RESOURCES

Cash in hands of treasurer	$ 277.15
Expense money held by inspectors and secretary	[illegible]
Unpaid dues and inspection bills	269.72
Net dues from overrun on 1910 estimates of sales	614.79
Total	[illegible]

LIABILITIES

Unpaid bills for stationery, printing and office supplies	$ 140.50
Due National Lumber Manufacturers' Association	277.50
Total	$ [illegible]
Net balance	876.00

ESTIMATED RECEIPTS, 1911

Present balance	$ 876.00
Dues on 370,000,000 feet of hemlock, at $15	5,550.00
Dues on 187,000,000 feet of hardwoods, at $30	5,610.00
Inspection	300.00
Total	$12,336.00

ESTIMATED EXPENSES, 1911

Salaries	$ 7,700.00
Traveling expenses	3,500.00
Office expenses	400.00
Postage, telegraph and telephones	400.00
Stationery and printing	1,500.00
National Lumber Manufacturers' Association	1,100.00
Total	$14,600.00
Apparent deficit January 1, 1912, on basis of present estimated sales, at present rate of assessment	$ 2,264.00

A full statement of cut and shipments in December and during the preceding eight months and also of stock on hand January 1, 1911, is given in circular 83 and so need not be repeated.

This is the time for lumber manufacturers to look the situation squarely in the face, to analyze conditions carefully and to base future operations upon a clearly thought out policy. Crops in 1910 were abundant and brought good prices. Building was active throughout the entire country. There is no panic in sight, but on the other hand there is no reason to expect a business boom in 1911. There are some indications of a lower general price level than has existed the last two years. The consensus of opinion among leading manufacturers of all



R. S. KELLOGG, WAUSAU, SECRETARY.

commodities is that it is time to go slow and operate conservatively. Statistics show diminished stocks of hemlock as compared with a year ago, and also that the 1911 cut will be somewhat under that of 1910. The maximum hemlock production was passed in 1906 and a slowly decreasing output of this wood will occur from year to year. Hardwood stocks are not excessive and the general condition of the hardwood trade is such that the somewhat increased cut in Wisconsin and northern Michigan, which will probably be made in 1911, should not seriously affect values.

On the whole, therefore, were local conditions only concerned, we could predict better prices for our product. However, a survey of the general field of lumber manufacture is less encouraging. By far the most complete census of the lumber industry ever taken recently has been completed. It shows that in 1909, 48,000 sawmills in the United States produced 44,500,000,000 feet of lumber. Of this 36.5 per cent was yellow pine, nearly 11 per cent Douglas fir, 10 per cent oak, 8.75 per cent white and Norway pine, 6.08 per cent hemlock, 3.9 per cent spruce and 3.4 per cent western pine. Association reports make it safe to estimate that the total cut in 1910 was from 5 per cent to 10 per cent greater than in 1909. We can at least say confidently that the actual production last year was not less than 47,000,000,000 feet, and we can say

with equal confidence that if at any time within the next five years lumber prices encourage these 48,000 mills and some others to cut to full capacity, the production temporarily will go beyond 50,000,000,000 feet in a single year. The president has absolved the lumber manufacturers from being in a trust, and because there is no control of this immense sawing capacity, the lumber industry will constantly be on the verge of overproduction so long as large bodies of accessible virgin timber remain. This is one factor against high prices for lumber of which we are certain.

Another factor that has not been given the consideration that it will soon compel is the use of substitutes for lumber. The United States Forest Service has made some study of the subject and at the request of this association the following advance information is supplied:

The lumber dealers of the ten at present more or less treeless middle western states from Ohio to North Dakota were canvassed to ascertain how much, as shown by their records, substitutes have displaced lumber within the past three years. The information was sought from this source because the dealers handle both lumber and all of its common substitutes. The inquiry brought 1,200 replies, which show that in this great consuming region substitutes already have filled 16 per cent of the demand for shingles, nearly 14 per cent of the demand for fencing, over 9 per cent of that for pickets, 6 per cent of the demand for flooring, over 5 per cent of that for common lumber and dimension, 4 per cent of the demand for siding, 3 per cent of that for lath, more than 2 per cent of the demand for sheathing, and over 3.5 per cent of that for fence posts. While, with the exception of fencing, shingles and pickets, these relative decreases in the demand for the different kinds of lumber are not large, they are most significant. The reports show without question that the use of substitutes for wooden structural material is making steady and general progress, both on the farms and in the cities. Even more significant is the fact that the use of these substitutes has gone the farthest in the oldest and richest communities. They are much more largely used in Ohio, for instance, than in the Dakotas. Nearly all of them, with the exception of the poorer grades of prepared roofing and occasional other items, are giving good satisfaction and it is the general opinion of the lumber dealer that their use will rapidly increase. The lumber manufacturer who builds a steel and concrete sawmill, the pulp manufacturer and the tannic acid manufacturer who build immense plants entirely of reinforced concrete, can throw no stones at the farmer who erects a cement-block house, roofed with slate or cement shingles, and who makes his barn floors and feed troughs of concrete.



GEO. E. FOSTER, MELLEN, TREASURER.

The highest grades of all kinds of lumber meet little competition, either among themselves or from other commodities. Their prices may reasonably be expected to advance materially within the next few years. On the other hand, the common and low-grades of all woods compete with one another most vigorously. Moreover, substitutes already are displacing them and the competition of substitutes will grow fiercer with time. The supply of cement-making materials is widely distributed and practically inexhaustible. Our iron ore deposits will outlast our virgin forests. Our clay beds will be with us forever. Just as an example of increased competition of lumber with itself may be cited the fact that this year cargoes of Douglas fir from Oregon will be trans-shipped across the isthmus of Panama and laid down at New Orleans, Philadelphia or New York on a 40-cent rate.

The evidence is conclusive that the lumber manufacturer who plans his operations upon the supposition that he will get rich through a general rise in the prices of all grades of lumber is making a sad miscalculation. The most successful lumber operation of the future will be the one which, after instituting all the most modern economics in logging and manufacturing, allows the least waste, makes the most diversified product, and so far as possible, puts the product into the hands of the user. Only in fragmentary fashion, here and there, has scientific forest utilization been tried in the United States. The general reply of the lumberman when criticised upon his waste is that he is as saving as conditions make profitable, a statement which, while sincere, is not necessarily true as regards future possibilities.

The northern hardwood operator is still paying the penalty of his white pine days. He cut pine and nothing but pine as long as he could, then he turned to hardwood, which he cut into a few standard thicknesses and sold log run as the quickest and easiest way to get it out of his yard, and this practice still dominates the Wisconsin and Michigan hardwood trade. The trend of the times along all manufacturing lines calls for specialization. In lumbering it means the working up of timber in such fashion as to get the utmost possible advantage of its good qualities whether the piece be large or small, and for the making of stocks especially adapted to the needs of the user. Your secretary is pretty green, so he is willing to hazard the prophecy that there are possibilities in our Wisconsin and Michigan ash, birch, basswood and maple that some bright manufacturer is going to make money out of, while his neighbor continues to sell log run and kick at the market. Our biggest manufacturer has just torn down his burner and will make a profit of his waste hereafter, while another wide awake manufacturer of pine, hemlock and hardwood has a good trade in special hardwood stock. These worthy members of the association are keeping up with the times.

Were our birch as high priced as mahogany, it would be as fashionable. Why should not we proceed to get the price? Wisconsin leads in birch production, it should lead in putting birch finish and furniture into thousands of homes, stores and offices where it is now unknown. The cypress manufacturers are paying 10 cents a thousand feet upon a year's cut to advertise cypress in the popular magazines, and to keep advocates of it on the road. The Douglas fir and the yellow pine manufacturers are planning to raise $30,000 to $40,000 each to advertise their product. Can not we play the same game? Even our despised hemlock, which is as good a structural timber as is ordinarily needed, will wear as well in a paving block as Douglas fir, but the public does not know it.

Moreover, there are possibilities yet undreamed of in all kinds of timber. They are waiting for scientific development and utilization. This opportunity was partially recognized by the University of Wisconsin and the United States Forest Service when they co-operated to establish at Madison the most complete laboratory in the world in which to study the properties and uses of wood. In the Wausau laboratory the Forest Service will soon show the Wisconsin pulp manufacturer how to make ground wood from hemlock and relieve him from the necessity of importing high-priced Canadian spruce. The pulp manufacturers and this association have contributed liberally for these undertakings.

Why should we not go a step farther and ask the state to provide a school of forest utilization at the university, where men can be technically trained in the manufacture of forest products? The laboratory studies, investigates, invents and discovers. The school teaches men how to apply scientific principles to the problems of production. Wisconsin has no need for a school in which to train foresters: there are plenty of such schools already in existence, from the Atlantic to the Pacific. They should be strengthened and made more efficient, not weakened, through the multiplication of small schools. But there is no college or university in Wisconsin or in any other state to which we can send a man for thorough instruction in the manufacture of forest products. The forestry schools teach us how to grow timber. Is it any less important that we should be taught how to utilize it? It is likely that the present session of the legislature will be asked to establish a forest school at the university. Should we not grasp the opportunity before it is too late to secure instead the school that is by far the most needed, a school of forest utilization? Would it not be well for us to have our legislative committee present this view to the governor, the legislature and the university, and for us to ask other state organizations to join us in our efforts to make the most of our timber resources?

A. R. Owen, chairman of the Committee on Grades and Information, then presented an exhaustive report of the accomplishments of his committee during the last year, which, so far as it pertains to hardwoods, is appended.

Report of Committee on Grades

At its meeting yesterday your committee decided it would make no recommendations as to values. It concluded that the weekly sales report furnished by your secretary's office gives more pertinent information than we could possibly offer at this time. That last year's business was not satisfactory is now a matter of history. A consideration of the present and probable future conditions will, I believe, be of more interest.

Our information indicates that stocks in the hands of yards and other consumers are as a rule below normal and that large crops and high prices have increased the purchasing power of our farmers; labor is well employed and at increasing wages; general business and the movement of merchandise has been large in volume during the year just closed and should, we think, continue so. Late reports indicate easier money and the bond market is in a more satisfactory condition, ensuring our large business interests a better supply of capital under more favorable terms.

The railroads have been busy, as indicated by the reports of gross earnings, and undoubtedly they will be forced by necessity to increase their purchases in order to maintain their roadbeds, rolling stock and other properties.

That more interest has been taken in our products in the last two weeks than for some time is evidenced by the fact that inquiries are more numerous and orders are being booked more freely. While prices are low, they seem to be firmer, with a tendency toward advance on some items. This is particularly true as to hemlock.



T. A. GREEN, ONTONAGON, DIRECTOR.

Upper grades of hardwoods are only in moderate supply. Demand for them is good. It is entirely safe to say that this condition will continue and that prices on these grades will advance from year to year. Lower grades are in good supply and prices correspondingly weak.

The satisfactory disposition of the low end of stocks still continues to be a serious problem. It is unfortunate not only for the lumberman but for timber owners and conservationists that present conditions prohibit the manufacture and marketing of large quantities of really usable material which we are now compelled to leave in the woods or to send to the burner, through our inability to market it at figures that will return the cost of production. By putting in logs of better quality we certainly could reduce the amount of this class of lumber. This probably would be as satisfactory a way as any of improving this condition, and we probably would receive as much for what we did put in as we now get. It is unfortunate that the interior mills are compelled to market their stock in competition with that delivered to some of our large consuming and distributing centers by water at a very advantageous water rate. The interior mills might more satisfactorily market certain classes of stock after the close and before the opening of navigation. We should all realize that stock shipped on low water rates makes prices for that received by rail on much [illegible]

Before leaving this subject, it might be of

interest to call your attention to some of the figures lately published by the Northern Pine Manufacturers' Association showing the amount of white pine on hand January 1, 1911, to be about 15 per cent less than a year ago. Stocks of No. 3 boards and strips have been reduced a little less than 30 per cent and No. 4 boards about 35 per cent. There has also been a reduction in the amount of dimension, selects and No. 1 and No. 2 boards and strips. It shows an increase of about 8,000,000 in shingles and a decrease of about 37 per cent in 4-foot lath. It may also be well to note that there have been some large sales of box lumber made at the head of the lakes within the last few weeks for delivery upon the opening of navigation.

Your committee is greatly impressed with the importance of the information given weekly in the weekly sales report. It does feel that this sheet can be greatly improved, not by your secretary, but by each and every member of this body accurately and promptly making out the reports requested. The advisability of this move has been questioned by a number of us. I was one of the parties who seriously questioned its advisability and propriety. After carefully watching the workings of the plan adopted I have been fully convinced that it is the only proper method of placing accurate and pertinent information regularly in our hands. There seems to be no reason for not furnishing the information necessary to make out these reports.

During the last year your inspectors have made 528 calls at the various mills, and have handled 2,326,538 feet—1,394,825 feet of hemlock and 903,413 feet of hardwood. In the hemlock they found 44,819 feet above grade and 30,398 feet below grade. The hardwood showed 6,680 feet above grade and 26,616 feet below grade. They made inspections in but 361 of the 528 calls, being unable to make inspections in 167 visits on account of no loading and for various other reasons.

Inspectors' services on reinspections were asked on forty-five shipments. The amount reinspected was 416,633 feet, of which 13,112 feet was found to be above grade and 73,785 feet below grade.

We would like to suggest that the members can save a great deal of expense as well as loss of time on the part of inspectors, if they will make sure that the services of an inspector are needed before sending him to the point where reinspection was called for, as we find in many cases that the inspectors' services are not needed when he arrives at his destination.

Reports also indicate that a large part of the reinspection work is on the rejected parts of shipments only. As a matter of principle, and in fairness to ourselves, we think the members should insist that inspections be made on the entire shipments. This, however, is a matter for your personal consideration.

At the conclusion of Mr. Owen's report, on motion of George Chapman, a vote of thanks was tendered to the committee for the work accomplished.

President Landon then introduced C. A. Bigelow, Bay City, Mich., president of the Michigan Hardwood Manufacturers' Association, who briefly addressed the meeting. Mr. Bigelow stated that very cheerful conditions prevailed in the Michigan hardwood market at the present time, and that the manufacturers were never in better shape than they are today. Stocks were low; prices were higher and the demand was good. He said there had been a large increase in the value of maple during the last few years.

Following Mr. Bigelow's talk came a brief address from Bruce Odell of Cadillac, Mich., chairman of the Market Conditions Committee of the Michigan Hardwood Manufacturers' Association. Mr. Odell was entirely optimistic, but suggested if manufacturers would pay less attention to saving on saw and logging bills and study the sales end of their business more, that would be one way to show better balances on the right side of the ledger. He then took up the question of finding new uses for No. 3 common hardwoods stating that a five per cent overproduction would make a weak market, while a five per cent underproduction would make a strong one.

Following this came a report from F. H. Pardoe, chairman of the Railroad Committee, which involved local matters in connection with log shipments germane to Wisconsin. He also discussed the increase in the minimum weights on lumber which the railroads are trying to have enforced, which he thought was a mistake on the part of the commission. He also deprecated the railroads' attempts to advance lumber rates to both eastern and western territory. The paper was a very valuable and exhaustive one and it is regretted that lack of space in RECORD precludes its publication in full.

Chairman A. L. Osborn made a report on



R. E. MACLEAN, WELLS, MICH., DIRECTOR

the industrial indemnity bill now before the legislature of Wisconsin. Mr. Osborn said that he regarded the bill as incompetent for an employer to plead as a defense. He did not believe it justice that the employer should assume the responsibility for accidents that are due to contributory negligence by the employe.

The convention then adjourned until 2 p. m.

On reconvening, T. A. Greene was introduced, and made the following report as chairman of the Committee on Forest Fires:

Report of Committee on Forest Fires

Your committee has managed to grow until it is now really two committees of three members each, one for Wisconsin and one for Michigan. This was found necessary on account of the different conditions in the two states.

Four of your committee were at St. Paul as delegates to the Lake States Forest Fire Conference, J. T. Barber, A. R. Owen, W. A. Holt and T. A. Greene. The conference was a distinct success. All the varied interests present acted in harmony and the resolutions adopted were well received. They have since been recommended by the Minnesota state forestry board, and the committees on forestry of the Wisconsin legislature. They have been well received by the Michigan public domain commission. It seems well to note that the general slash burning law of Minnesota will probably be repealed; that Wisconsin authorities do not look with favor on such a law, and that Michigan is not likely to have such a law.

A number of our members have lost heavily through forest fires the last summer and others have been learning of heavy damage done by the fires of October, which were at that time considered practically harmless. While it is true that there have been periods of disastrous fires in the past, they were, however, pine slashing fires largely. In recent years the fires have been in mixed timber slashings, largely hemlock, and they have done great damage to standing timber that has been considered pretty nearly immune in the past. It seems probable that fires will be even more prevalent in the future. The almanacs for 1911 predict forest fires in Wisconsin and Michigan for early fall.

It seems to be the opinion of nearly all students of the situation that something must be done to prevent, as far as possible, future fires. The Northern Forest Protective Association, whose ultimate object is private patrol, has been organized and now has a membership embracing 2,000,000 acres or more. Thomas B. Wyman, for some years past chief forester of the Cleveland Cliffs Iron Company, has resigned his position with that company to take the same place with the new organization. Your committee mentions this because it looks like a step in the right direction. We think the new association deserves your fullest co-operation and support. Your committee suggests that you indorse the resolutions passed at St. Paul and that the legislatures of the several states be notified to that effect; also that the Michigan legislature be urged to place the matter of forest protection and the state fire warden's department under the Public Domain Commission.

Your committee would urge that the members of this association take greater pains in the future to prevent fires through carelessness, by the employment of watchmen during dry and dangerous seasons and by seeing that all steam logging machinery is properly equipped with screens and spark arresters.

We recommend that your committee be empowered to recommend such forest legislation for Wisconsin and Michigan as in the future it may deem best.

Mr. Greene recommended the passing of a resolution of approval on the work done by the Forest Fire Conference recently held at St. Paul, and called attention to the resolutions passed at that time, recommending to the legislatures of Wisconsin, Michigan and Minnesota, the total inadequacy of the present forest fire warden service to meet the existing fire hazard to both life and property. The motion prevailed.

On motion of George H. Chapman, the appointment of such a committee was passed.

A lengthy discussion on market conditions then took place.

Election of Officers

The election of officers for 1911 resulted as follows:

President—W. C. Landon.
Vice-President—M. P. McCullough.
Treasurer—George E. Foster.
Secretary—R. S. Kellogg.
Directors—O. W. Brightman, George H. Atwood, T. A. Greene and R. E. MacLean.
Committee on Grades and Information—A. R. Owen, C. A. Phelps, C. A. Goodman, M. J. Quinlan, Frank Fountain, J. T. Phillips and Lamont Rowlands.

Mr. Greene offered the following resolution, which was adopted:

Resolved, That we recognize in the forest products laboratory at Madison a distinct aid to the lumber industry of the United States in solving the problems of the more complete utilization of the forest.

Resolved, That we respectfully call the attention of the University of Wisconsin to the need of the lumber industry for men technically trained in the manufacture, marketing and utilization of lumber in order that the products of the forest may be utilized to the best advantage and waste prevented, and, believing that the university has unusual opportunities in this field by reason of the presence of the forest products laboratory, we recommend that the university establish a school of forest utilization to meet this need.

Resolved, That the legislative committee of this association be instructed to present this matter to the governor, the legislature and the university and to ask the manufacturers of forest products to join in this request.

Wm. L. Hall of the Forest Service addressed the meeting on the subject of comparative lumber production. Mr. Hall showed that in a thirty years' period the increase in lumber production had greatly exceeded the increase in population, which was evidenced by the increased per capita use of wood.

The meeting then adjourned.

Winter Meeting Michigan Hardwood Manufacturers' Association

The mid-winter meeting of the Michigan Hardwood Manufacturers' Association was held at the Pontchartrain hotel, Detroit, on Thursday, January 26. The meeting brought out a large portion of the members of the organization.

The minutes of the October, 1910, meeting were read and approved.

After roll call the president announced the addition of several new members.

The report of the treasurer showed a working balance on hand of $5,052.11.

President Bigelow made a brief address on the present lumber situation in Michigan and described it as being in better condition than ever before in its history; stocks are light and demand good, with prices satisfactory.

Secretary Knox then read his report, which follows:



C. A. BIGELOW, BAY CITY, PRESIDENT



J. C. KNOX, CADILLAC, SECRETARY



BRUCE ODELL, CADILLAC, CHAIRMAN MARKET CONDITIONS COMMITTEE

Secretary's Report

We have a brief report to render at this our fifth midwinter meeting, and do not intend to burden you with a lengthy report today, but will simply touch on a few important points.

Notwithstanding the loss of eight members during the year, account having finished their cut or moved elsewhere, we come before you with one more report than a year ago.

We consider our midwinter meeting to be one of importance, for most of us are in the midst of logging operations and know pretty well what the result of the cut will be.

Our stock report is the most complete we have yet put out and is more valuable because it includes the figures of practically every member operating. We have added two pages to this report, giving comparison of figures of hardwood stocks by grades, placing No. 2 common and better on one sheet, and No. 3 common on another. These reports are in your hands today and should be scrutinized closely.

On account of being unsuccessful in getting the reports of stocks sold ahead of the saw at our last meeting, we did not ask the members for this information for this meeting.

Since January 1 we have received applications from P. C. Fuller Company, with office at Grand Rapids, mill at Strongs, Mich., and from M. A. Culver & Son, successors to Jerry Sullivan of Cedar, Mich.

We wish to urge upon the membership their aid to the secretary in procuring new members to replace the ones who have cut out or discontinued.

There are still a number of manufacturers of both hardwoods and hemlock who should be included in the membership of this association, and a little personal work from you will aid us in securing such membership, and we believe it is to your advantage to make the effort to keep the association up to its present high grade.

Our treasurer's report will make a good showing at this time. The assessment authorized at the last meeting has been levied and for the most part collected.

Our Forestry Committee was represented at the Forest Fire Conference in St. Paul December 6 and 7. The owners of stumpage in Michigan should look into this question thoroughly and be prepared for action, as the time has come when drastic legislation in regard to forest fires is to be enacted, and we should have something to say as to how our timber lands are to be patroled and protected and also something to say in regard to the expense of such work.

In regard to proposed advance in freight rates, would state that our latest information is that until the Interstate Commerce Commission renders its decision as to whether the railroads are entitled to any advance at all the figures will remain as at present. It is, however, the intention of carriers to advance the rates if it is a possible thing, and I have heard it intimated that there is likely to be some advance in both class and commodity rates allowed by the commission.

Regarding reduced rates to Pacific coast terminals, that question is held in abeyance until the entire subject can be considered by the commission. This on account of other territories coming in on the same basis as lower Michigan.

D. H. Day, chairman of the Grading Committee, stated that it had no recommendations to make.

Bruce Odell, chairman of the Market Conditions Committee, then read the report of his committee, which follows:

Report of Market Conditions Committee

Careful examination and analysis of the stock list compiled by your secretary reveals many pleasant surprises as regards stock and market conditions of practically all items in northern hardwoods. At the close of a year so replete with circumstances that tend to disturb market conditions, unusual strength is shown by the fact that no surplus is shown in any of the many items comprising the stocks of manufacturers of northern hardwood lumber, and some items, notably maple, show a decided shortage as compared with the supply and demand of former years.

Even No. 3 common hardwood, which has been "put down for the count" so many times during the past two years, shows indications of "coming back" through smaller total stocks and a less amount unsold than a year ago. This condition is confirmed by our sister state, Wisconsin, as manufacturers there also show much lighter stocks of No. 3 common and stocks well sold up.

It is reported that box factories and other consumers of No. 3 common are buying more freely and with only a normal stock at the beginning of 1911 this should prove a year of rising values for No. 3 common.

This item of No. 3 common is considered by many manufacturers the most important one in the northern hardwood list and when we take into consideration the fact that fully one-third of the northern hardwood lumber produced is No. 3 common and the further fact that during the past two years every thousand feet of this grade produced and marketed has been at a loss of from $2 to $4 per thousand feet to the manufacturer, an actual loss in cost of production without any compensation for stumpage, it is apparent that this particular item should receive more of our attention.

Manufacturers should study their method of manufacture more closely so as to produce less No. 3 common, if possible, and should endeavor to find other and better use than the ones to which it is now put.

It is a well-known fact that a sufficient supply of cross ties is one of the very serious problems to the railroads now, especially so to the railroads of the North. Their principal source of supply heretofore has been oak ties from the states south of us, but this source of supply is growing alarmingly small and many of the southern railroads are putting a prohibitive rate on ties to prevent their own source of supply moving away to their detriment. It has been demonstrated that a beech, birch or maple tie when creosoted or treated by some other preserving process is superior to an oak tie and will last longer.

Probably as much as 25 per cent of our No. 3 common could be consumed in cross ties and then not supply the railroads tributary to Michigan and Wisconsin, and with this proportion of No. 3 common diverted to some other use it would not long be necessary for us to market our product of this grade at a loss. Maple, beech and birch cross ties can be produced, treated and delivered to the nearby railroads at prices to compete with oak ties and yield $3 per thousand more for No. 3 common than the price at which it is now being sold.

This is only one of the many other uses to which No. 3 common may be put, and it is evident that some expense and effort to further develop this grade of northern hardwood lumber it warranted. If half the effort was expended to develop a use for No. 3 common that has been used to develop the higher grades, No. 3 common would not have held the weak position it has during 1909 and 1910. The higher grades, firsts and seconds and No. 1 common, have demon-

Maple in all thicknesses of No. 2 common and better is in the strongest position it has ever [illegible] Thick stock is short in supply and the demand unusual and of maple flooring stock it is very evident there is not enough to produce as much maple flooring as was produced during 1910, and it is doubtful if there will be enough to produce the 1911 requirements.

Michigan hard maple apparently reached the apex of production in 1907 and has started tobogganing down the other side. Assuming that the Michigan Hardwood Manufacturers' Association represents 80 per cent of the cut in Michigan, the cut of hard maple lumber during the year 1907 was 365,000,000, while on the same basis for the year 1910 the cut was only 315,000,000, and the estimated cut for 1911 is less than was the estimate for 1910.

One of the largest users of maple lumber has been and probably will continue to be the maple flooring manufacturer, but a larger proportion of the maple lumber produced each year is going into some other use than maple flooring, and it will be greatly to the benefit of the manufacturers of maple lumber to encourage that use of maple, as it should be with maple the same as it has with oak, cherry, walnut and other valuable woods. No maple lumber should be put into flooring that will bring more money for some other purpose. The high line of No. 3 common, No. 2 common and the lower line of No. 1 common will produce maple flooring in about the proportion of grades consumption demands, and when a larger proportion of the better grades are put into maple flooring there is a surplus of clear and the price of that grade suffers proportionately.

The use of firsts and seconds maple for agricultural implements, the framing of flour mill and other heavy machinery is constantly growing in favor; so much so that there is an actual shortage in supply at present. For many of the purposes for which firsts and seconds are now used, a good No. 1 common will answer the requirements equally as well and the use of high-grade No. 1 common should be and can be encouraged at prices beyond what the maple flooring manufacturers are paying.

Reasoning as we have heretofore on the basis of supply and demand, the price of the grades of maple lumber used for maple flooring should advance at least $1 per thousand and probably even $2 per thousand, but the manufacturers of maple flooring are going to ask for lower prices because they are selling maple flooring at lower prices and the reason is soon found on a careful study of the maple flooring situation.

Statistics compiled by the Maple Flooring Manufacturers' Association will show that during the year 1909 the members of that association produced 146,000,000 feet and shipped 150,000,000 feet, and during the year 1910 they produced 165,000,000 feet and shipped 155,000,000 feet. It does not require a very astute business man to detect the reason for unsatisfactory prices for maple flooring during 1910 and at the present time from the standpoint of the manufacturer of maple flooring, but they seem unable to see the cause and apply the remedy.

It is apparent that the manufacturer of maple lumber must not only point out the cause but prescribe and apply the remedy. The cause should be apparent to everyone—165,000,000 feet of maple flooring produced and 155,000,000 feet shipped during 1910. Need we look further for a reason? If an undersupply of a little over 3 per cent in 1909 made a good market, what will an oversupply of approximately 6 per cent in 1910 do to the market? Enough for the cause.

Now for the remedy and how to apply it. Statistics compiled by the Michigan Hardwood Manufacturers' Association show that on January 1, 1910, based on the assumption that the association represented 80 per cent of the cut in Michigan, there was a total, all sizes and thicknesses, of maple lumber, No. 2 common and better, sold and unsold in the hands of manufacturers, 120,000,000; while on January 1, 1911, there was only 83,000,000 feet; a decrease of 37,000,000 feet, or more than 12 per cent of the entire cut, and as there was but a small decrease in the amount of No. 3 common this decrease falls almost entirely on No. 2 common and better, making a decrease in the total stock of No. 2 common and better of over 17 per cent.

As a large proportion of the maple lumber used in the manufacture of maple flooring is 4/4 No. 2 common and better, a comparison of that size and grade will give a more definite bearing on its relation to maple flooring. Based on the same assumption that our association represents 80 per cent of the cut in Michigan, our statistics show a total stock of 4/4 No. 2 common and better maple in the hands of manufacturers, sold and unsold, of 95,000,000 feet January 1, 1910, as against 70,000,000 feet January 1, 1911. All of which is very conclusive evidence that the manufacturers of maple flooring, while producing during 1910 10,000,000 feet more of maple flooring than they shipped, they also reduced the amount of this stock in the hands of the manufacturers of maple lumber 25,000,000 feet.

Can the members of the Maple Flooring Manufacturers' Association produce 165,000,000 feet of maple flooring during 1911, or will it be possible for them to produce more maple flooring than will supply the demand during the year 1911? Every reliable source of reasoning says no. All trade indications point to a larger use of maple flooring during 1911 than during 1910. The manufacturers of maple flooring stock in Michigan start the year 1911 with 25,000,000 feet less than they had at the beginning of the year 1910 and their estimated cut for 1911 is less than their estimate for 1910. All of which would indicate that there will be a demand for every foot of maple flooring stock produced in Michigan during 1911 unless there should be some unforeseen and unexpected general business depression.

Chairman Ballou of the Railroad Committee announced that this committee had no report to make, as the matter on the subject of change in railroad rates asked for by the association was still before the Interstate Commerce Commission.

On motion, the Terms of Sale discussed at a previous meeting were adopted as follows:

"This invoice is due sixty days from this date. If a discount is taken we will allow twelve per cent annual interest for unexpired time from date remittance is made. Freight is net cash. These terms are effective April 1, 1911."

Some desultory remarks were then made by several members to the effect that much lumber was bought as one grade and disposed of as another and higher grade. The matter of the inefficiency of forest protection from fire depredation was briefly discussed.

The matter of the establishment of a hemlock grading bureau was also gone into, as well as the proposition to join with the Wisconsin Hemlock & Hardwood Manufacturers' Association in the joint rules for both states. On motion, President Bigelow and Bruce Odell were appointed a committee to attend the meeting of the Wisconsin association on January 31 and make a report at the next meeting of the association to be held at Detroit in the middle of April next.

Hardwood Record Mail Bag

Seeks Thin Common Plain White Oak

The Record has a communication from a leading American hardwood exporting house in which it states that it is open to consider proposals for one-half to a million feet of log run thin plain-sawn white and red oak, No. 2 common and better, with not exceeding 10% to 15% No. 2 common. Thicknesses required are ⅜", ½", ⅝", ¾", largely ½" and ⅝". The stock is to be cut and put on sticks and shipped as required. The firm states it would be willing to make reasonable advances to responsible parties as lumber is put in pile.

Those interested in this requisition can have the address by addressing Hardwood Record.—Editor.

Seeks Market for Willow

Jackson, Tenn., Jan. 27.—Editor Hardwood Record: We have a lot of willow that will run from 8" to 20" long and straight body, and note with interest the item on page 43 of your January 25 issue regarding willow. We do not know in just what sizes willow is usually desired and would like to have the information. Willow can be had in unlimited amounts here.

Anyone wishing the address of the above writer can have it on application to this office.—Editor.

In the Market for Two-Inch Clear Oak Squares

The Record has a communication from a large Indiana manufacturing house stating that it seeks 2" clear oak squares, and requires right now a carload that will run about 4,000 pieces 27" long, 4,000 pieces 36" long, 2,000 pieces 38" long and 2,000 pieces 46" long, green or dry, red or white oak.

The inquirer has been furnished with a list of several oak dimension producers, and any others who would like to figure on the business can have the address by writing this office.—Editor.

Seeks Beech, Birch and Maple

The Record is in receipt of a communication from a large eastern specialty manufacturing house stating that it is in the market at the present time for three carloads of 3" No. 1 common beech, birch or maple; 2,000 pieces 3"x4"-9' long beech, birch or maple; substantially clear but occasionally a small knot that does not affect the strength of the piece would not be regarded as a defect. It also is in the market for five cars 1½" and 2" No. 1 common and better beech.

Anyone interested in the above trade can have the address on application.—Editor.

Wants to Market Hickory Dimension

A Jackson, Tenn., specialty manufacturing concern advises that it has accumulated some 30,000 pieces of hickory 6/4x 6/4-26" cut from winter felled logs which is in excess of its foreign demand and would like to market it in the domestic trade. This is a size that is employed by some vehicle concerns for spokes and anyone interested in the purchase of this stock can have the address of the inquirer by addressing this office.—Editor.

Removal of Memphis Column Company

The Memphis Column Company, which has been located at Memphis, Tenn., for the past five years, announces the removal of its factory to Beaumont, Texas. It is expected the new plant will soon be ready for operations, and that the company will be ready to commence shipments with the early spring trade. In making this move to Beaumont, the Memphis Column Company takes its entire factory, office and sales organization, and the business has been merged into a new organization known as the Beaumont Column Company, the officers of which will largely be the same as have been in charge at Memphis, which are as follows: President, Roland Morrill; vice-president, W. A. Preston; general manager and treasurer, Wm. C. Hall; secretary, J. E. Thomas; sales manager, J. G. Mark.

The new Beaumont plant will have a capacity of about a carload of colonial columns per day, which makes it one of the largest producers of this line in the United States.

Veneers

Re-drying Veneer

Should every manufacturer of built-up panel have a re-dryer, is a question on which there is little ground for argument. Every consumer of veneer who makes glued-up stock is just as sure to receive more or less veneer that is not dry enough to glue up when he receives it, as he is sure to receive the veneer. No drying system, however perfect, can dry it dry and keep it so in all conditions of weather in all climates.

Using as an illustration veneer that is manufactured in the South during the winter and spring months, dried bone dry, loaded in a dry car, and shipped to the northern markets, it is found that it is as sure to absorb moisture equal to the moisture in the atmosphere through which the car travels in transit as anything can be sure, and when it reaches the buyer, who glues it up and then finds that it was not in condition to be glued, he blames the manufacturer, when in reality it is not the fault of anyone.

A one-section machine, such as the Philadelphia Textile Machinery Company builds for re-drying veneer, is ample for the average panel builder and the average furniture manufacturer, and the operating cost of such a machine is so small as compared with the value that no user of veneer can afford to take chances on using veneer that is not thoroughly dry.

The Proctor dryers for drying veneer direct from the knife are almost indispensable to the manufacturer who desires to be up-to-date, and they are just as valuable as a re-dryer and just as essential in the factory of every manufacturer of glued-up stock as they are essential to the manufacturer of veneer.

The Philadelphia Textile Machinery Company, of Philadelphia, Pa., will be glad to send a representative to show you one of its machines in operation at the nearest point to you.

New Wisconsin Basket Plant

Beaumeister & Son of Rockford, Wis., have recently put into operation a basket plant at that place. It is stated that this plant is a very interesting one, and most of the baskets produced here are made from hardwood of various kinds, maple being in favor.

In the manufacture of baskets the logs are first taken to the plant and sawed to the required lengths. They are then boiled for twenty-four hours in a cement tank and then taken to a special basket lathe where full length strips are peeled from the surface. The thickness of the strip depends on the size of the basket to be made, which varies from one-one hundred twentieth to three-eighths of an inch. The strips come from the machine like big sheets of paper and are later split lengthwise in the required width for the splints. These splints are woven together and bent to the required form for lunch, market or bushel baskets. The finishing of the baskets is all done by hand, with other strips nailed on for stays. The Beaumeister plant turns out from 40,000 to 50,000 dozen baskets of all kinds and sizes per year.

The basket factory at Logansport, Ind., has been closed down for repairs. It will be given a complete overhauling and all the machinery put in good condition.

* * *

A new veneer consumer is the Keach Furniture Company, which was incorporated at Hopkinsville, Ky., with $42,300 capital stock.

* * *

The Mississippi Manufacturing Company was recently incorporated at Crystal Springs, Miss., with a capital stock of $50,000. The company will manufacture baskets.

* * *

The basket plant of F. C. Riley, Washington, D. C., recently suffered a $750 loss by fire.

* * *

The Holland basket plant, Holland, Mich., owned by C. R. Klink & Co., has resumed operations after a closedown of several weeks for repairs. The plant is now in good running condition and has better facilities than ever for turning out baskets.

* * *

The Helena Hoop Company, Helena, Ark., advises that it is erecting a new veneer plant in West Helena, where it will cut oak, gum, elm and cottonwood veneers. The company expects to have the plant in operation within sixty days. The business will be operated under the Buckeye Veneer Company, but not as an incorporated company.

* * *

The Ring Furniture Company, Kernersville, N. C., has been incorporated with a capital stock of $50,000 for general manufacturing purposes.

* * *

The Florida Package Company, Florida, N. Y., has been incorporated with a capital stock of $80,000 for the purpose of manufacturing baskets, crates and packing cases. James F. English of Florida is interested.

* * *

The Letts Box Veneer & Cooperage Company of Oklahoma City is planning the erection of a new cooperage and veneering plant. The new structure will be 60x100 feet, two stories high, and will cost about $20,000.

* * *

The Elmore Veneer Company of Elmore, O., has definitely decided to build a basket tacking plant at Oak Harbor and Fort Clinton, O. The material will be gotten out at the Elmore plant and shipped to those places. Building has already been commenced on the plant at Oak Harbor.

* * *

The Paducah Veneer & Lumber Company has sold its plant at Paducah, Ky., to the Lucas Land & Lumber Company. Only recently the Lucas Land & Lumber Company doubled its capital stock and decided to remove its headquarters from Waverly, Tenn., to Paducah. A company will use this plant for the manufacture of cigar boxes and thin lumber of all kinds. It owns about 40,000 acres of timberland in the northern counties of Tennessee and operates about a dozen woodworking plants, including sawmills, stave factories and box plants.

* * *

The Superior Veneer & Cooperage Company, as well as the Great Lakes Veneer Company of Munising, Mich., are cutting timber along the Marquette & Southern railroad. The Superior company operates its mill only during the summer, while in the winter it conducts logging operations. The plant includes a band-saw mill of 35,000 feet daily capacity, a stave mill of 35,000 feet daily capacity and a veneer machine of 60,000 feet daily capacity. The Great Lakes company has three veneer machines and manufactures about 8,000,000 feet of veneer and thin lumber yearly. It employs 45 men.

* * *

The Marshall Manufacturing Company of Marshall, Tex., has announced that it will establish a plant at that place to manufacture boxes, crates and baskets. A. M. Cleveland is president and manager of the company.

* * *

The Peterson Art Furniture Company of Faribault, Minn., has recently been incorporated with a capital stock of $20,000. The new company is building an addition to the factory which it has purchased, and will equip all its machines with electric motors. Buffets, desks, library tables, piano seats, magazine stands, and music, record and smoking cabinets will be manufactured by the company.

* * *

Graham Brothers of Tuckerman, Ark., last week sold to a veneer company of Indianapolis one hundred standing oak trees at a price of $30 each, or $3,000 for the lot. These trees were the true white oak variety, commonly known as fork leaf species, and will average three or four logs to the tree, and the logs, it is said, will average 600 feet deep. The sale and movement of this timber is a reminder of the old days when such timber was plentiful, but the record-breaking price also brings to mind the fact that such timber is rapidly becoming a thing of the past in Arkansas. It is stated that these trees grew on less than thirty acres of land. The movement of this timber will cost several thousand dollars, but even at the high price paid for the trees the buyers will no doubt realize a handsome profit.

* * *

The Moos River Lumber Company, McKeever, N. Y., has recently put into operation its new veneer mill, equipped with the latest Coe cutting and driving machinery.

The company manufactures beech, birch and maple veneers, making a specialty of door and dimension stock for interior trim manufacture. Located in the heart of the Adirondacks, with experienced men to operate it, the company no doubt will have a successful entrance into the field its has just entered.

R. S. Bacon of the R. S. Bacon Veneer Company, Chicago, Ill., has returned from his trip abroad, having attended the Liverpool mahogany sales of November 9 and 10. He purchased logs which will make some 400,000,000 feet of veneers and which will be cut as fast as two slicers can handle them.

News Miscellany

Meeting of Cincinnati Lumbermen's Club

Owing to the fact that a number of the members of the Lumbermen's Club of Cincinnati followed the delegates to the convention of the Hardwood Manufacturers' Association of the United States when they left for their homes, the attendance at the meeting of the club held at the Gibson House on February 6 was smaller than usual. The regular dinner was served at 6:30, and during its enjoyment the "Pork Chops" troubadours discoursed such grand opera selections as "Steamboat Bill," "Casey Jones," and "Schnitzelbank," to the great delight of those assembled. As the club also interests itself in civic affairs, President Walker had as his guest Prof. John Shearer of the Ohio Mechanics' Institute, who gave a most entertaining talk on the question of the removal of the Miami and Erie canal from the interior of the city. This was highly appreciated by the members.

After dinner was disposed of, President Walker called the meeting to order and stated that the club had just come through a most exciting month. He cited several important events that had taken place and then called for the minutes of the last meeting, which were read and approved.

The chair stated that the secretary was in receipt of a number of interesting communications, which follow:

The following invitation was received from the National Wholesale Lumber Dealers' Association:

New York, January 20, 1911.

Mr. Cliff S. Walker, President Lumbermen's Club of Cincinnati.

Dear Sir: The next annual meeting of this association will be held at Washington, D. C., New Willard Hotel, on Wednesday and Thursday, March 1 and 2, 1911.

In addition to the consideration of matters of direct importance to the members of this association, other matters of interest to the trade in general will be considered. On behalf of our Board of Trustees, this invitation is extended to you and to other delegates whom you may appoint from your association to attend this meeting, and also that they may be our guests at the banquet, which will be held by our association at this time.

At your earliest convenience, please advise us of the names of the delegates.

Yours very truly,
E. T. PERRY, Secretary.

On motion the invitation was accepted, and the president empowered to appoint the delegates. The chair announced that the delegates would be named at a later date.

President Walker called attention to the following letter on the railroad situation, received from B. F. Dulweber, who was unavoidably absent:

January 24, 1911.

C. S. Walker, President Lumbermen's Club of Cincinnati.

Dear Sir: My attention was called a few days ago to some figures which were recently compiled from reports made to the Interstate Commerce Commission, showing a comparison of the total revenue, net earnings and the earnings per mile of the railroads for the years 1907, 1909 and 1910. As you are probably aware, 1907 was the most prosperous year for the railroads until 1910.

1907—	
Total revenue	$2,589,105,578
Net earnings	849,559,764
Net earnings per mile	3,696
1909—	
Total revenue	$2,443,312,232
Net earnings	827,814,999
Net earnings per mile	3,553
1910—	
Total revenue	$2,779,246,875
Net earnings	938,121,107
Net earnings per mile	3,963

The general membership of the Lumbermen's Club of Cincinnati does not seem to be interested in this proposition, and is apparently content with an increase of twenty to twenty-five per cent on lumber, on which the charges are already fifty per cent higher than the next lower commodity, which is transported. But I am assuming that you still have a personal interest in the matter, and therefore take the liberty of calling your attention to the above comparison.

Yours truly,
B. F. DULWEBER.

On motion the communication was received and referred to the River & Rail Committee.

The following letter, acknowledging the result of an arbitration case which was presented to the club on the "square deal" platform, was read by the secretary:

Sandersville, Ga., January 30, 1911.

J. A. Bolser, Secretary Lumbermen's Club, Cincinnati, Ohio.

Dear Sir: We beg to acknowledge receipt of your letter of January 26, inclosing copy of the report of the committee appointed by your club to adjust differences between ourselves and one of our customers.

We note carefully the report in detail and shall abide by their decision, and herewith offer our sincere thanks to the committee, to Mr. Walker, your president, and to the club as a whole. Yours very truly,

ROCK COMFORT LUMBER CO.,
C. D. Shellnutt, Sec.-Treas.

The chair called attention to the letter received from Secretary Doster of the Hardwood Manufacturers' Association of the United States, conveying the thanks of the association in a series of resolutions for the entertainment furnished the delegates to the convention by the Lumbermen's Club of Cincinnati.

Cincinnati, February 6, 1911.

J. A. Bolser, Secretary Lumbermen's Club of Cincinnati, Ohio.

Dear Sir: In accordance with the instructions of the last annual convention of this association, it is my pleasure to submit to your club herewith copy of the resolutions presented to the convention by the Committee on Resolutions.

It gives me great pleasure personally to present this to the club, feeling as I do that its local influences are beginning to be of a far-reaching nature, and I believe that the successful meeting which we have had, duplicating in size the meeting in 1910, was the result of the interest shown by the local lumbermen's club.

Very truly yours,
LEWIS DOSTER, Secretary.

A copy of the resolutions will be found in connection with the Hardwood Manufacturers' Association's report on pages 64 and 65 of this issue of the RECORD.

The reading of the resolutions was greeted with applause. On motion, the communication was received and filed.

The secretary then read the correspondence between the Memphis Lumbermen's Club and President Walker, in which the Memphians challenged the Cincinnatians to show wherein they were the "Greatest" hardwood market. This correspondence was published in the HARDWOOD RECORD of January 25. President Walker said that as the lettergram had not stated further particulars, and that he had received no reply to his letter to the Memphis Lumbermen's Club, he was still in the dark as to whether the Marquis of Queensberry rules were to apply, and also as to the weight of the gloves to be used. The correspondence afforded considerable amusement.

On motion the letters were ordered filed.

A series of resolutions declaring the club to be in favor of the abandonment of the Miami and Erie canal within the city limits were unanimously adopted.

A letter from the Wildberg Lumber Company, stating that as it could not be benefited by remaining a member of the club any longer, presented its resignation.

As the resignation could not be accepted under the laws, the secretary was instructed to adjust the matter and report.

The resignation of the Sterrett Lumber Company was presented, with the statement that the company had gone out of existence and that Will S. Sterrett was now the sales manager of the Farrin-Korn Lumber Company.

On motion the resignation was accepted.

Prof. John Shearer was then introduced, and he prefaced his talk with a few remarks on general matters. Among them he said: "I am pleased to see so many young men, and to meet so generous a body of men, as evidenced by your excellent dinner. If you are as generous in the measurement of lumber as you are in the measurement of the beef steak I have just enjoyed, I should certainly like to do business with you."

Meeting Memphis Lumbermen's Club

The regular semi-monthly meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso on Feb. 4, with President James E. Stark in the chair. There was a large attendance and the usual luncheon was served.

The principal topic of discussion was the proposed opposition of the Lumbermen's Club of Memphis to the advance of ten cents per hundred pounds on shipments of lumber from all Mississippi valley points to Pacific coast terminals on the part of the trans-continental railroads, effective May 15. C. W. Holmes, one of the members of the River & Rail Committee, reviewed the history of this case, as well as the other cases in which the lumbermen of Memphis have appeared as complainants before the Interstate Commerce Commission, and called the club's attention to the hearing before the commission in this case which had been set for March 15 at Chicago. He urged that the club take such action as would authorize the River & Rail Committee, which has organized itself as a separate body from the club, to proceed with the employment of counsel in plenty of time to allow the gentleman thus employed to prepare his brief. Mr. Holmes also referred to the prestige which the Lumbermen's Club of Memphis had gained through its numerous victories over the railroads and gave this as an added reason for pushing the present case before the commission with vigor and dispatch. He also impressed upon the members the moral effect of giving up the fight before the commission in this case. His report showed that the responses to the letters asking for subscriptions from lumbermen and lumber organizations throughout the affected territory had been rather disappointing, indicating that they were not taking as vigorous interest in the affair as to show that they realized what was really at stake.

A. L. Foster of the J. W. Thompson Lumber Company also spoke along the same lines. He believes that, while the case involving the advance in Pacific coast rates will be a hard one, it can be won if the proper presentation is made before the commission. J. V. Rush, another member of the River & Rail Committee, spoke very strongly in favor of carrying on the fight, asserting that, after having gone as far as it had, it was out of the question to turn back and give up. He believed in increasing rather than decreasing the prestige of the club along the lines already indicated and urged prompt, vigorous and unequivocable action.

James E. Stark, president, also addressed the club members, calling their attention to a proposed advance in freight rates from Ohio river

crossings to all northern and eastern points, affecting seventy-five per cent of the lumber shipped from Memphis. He declared that it was not a question of a single rate advance, but of all advances in rates contemplated by the railroads. He further declared that he did not believe the railroads should be allowed to override the members of the club and shippers generally and that, in his opinion, continued aggressive opposition to such advances would prove one of the most valuable assets of the club.

Other members of the club spoke on the subject along much the same lines and it was voted that the River & Rail Committee proceed with the subject with particular reference to the raising of the necessary funds here and throughout the affected territory, reporting its progress at the next meeting of the organization. If it is shown that the funds can be obtained, the next meeting of the club will doubtless authorize the employment of both Mr. Foster and Mr. Percy. This will give these gentlemen plenty of time to prepare their case.

W. L. Crenshaw, chairman of the Entertainment Committee, submitted to the club a design for a badge to be worn by the delegates to the annual convention of the National Hardwood Lumber Association to be held in Memphis either in May or June. The committee was empowered to make such selection as it saw fit.

Mr. Crenshaw further reported that, in addition to the luncheon to be served to the delegates to the semi-annual meeting of the National Association of Box Manufacturers on Feb. 15 and 16, the committee had decided upon a smoker for the evening of the sixteenth instead of a formal banquet.

Two applications for membership were filed by the Membership Committee, containing the names of J. V. Stimson and B. F. Katterhenry, both of the J. V. Stimson Hardwood Company, which recently succeeded the Ryan-Stimson Lumber Company. Both applications are for active membership and the candidates will be voted upon at the next meeting.

It was also decided to discuss, at an early meeting, such a change in the newly adopted constitution and by-laws as will give the associate members the right to vote and to exercise the other prerogatives of active members.

The Statistics Committee reported that it had already begun the compilation of statistics covering 1910 and that this report would be ready before the annual of the National Hardwood Lumber Association.

J. W. McClure, chairman of the Information Committee, called to the attention of the club members an article which had appeared under a Jackson (Miss.) date line to the effect that timber and lands would be taxed separately in that state. He said that as a number of members of the club owned timber, timber lands and other lands in Mississippi, he thought it only proper to bring this subject to their attention in order that they might appear before the state assessment board and protect their interests as far as possible.

A letter was read from the secretary of the National Wholesale Lumber Dealers' Association, asking that the club appoint two delegates to the annual of this body, aside from the trustee. The appointment will be made in due course.

Annual Philadelphia Lumbermen's Association

The nineteenth annual meeting of the Pennsylvania Lumbermens' Association was held on January 26-27 at the Hotel Walton. The first day was devoted entirely to business. At the close of the afternoon session there was a general discussion of trade topics. The various subjects discussed were Side Lines, Cost of Retailing and Percentage of Profits, Poaching, Advertising, Adjusting of Disputes Between Wholesalers and Retailers.

At the close of the meeting on Jan. 27, the association adopted a resolution urging the legislature to advocate only such measures for railroad regulation as should be reasonable and proper. Other resolutions were to the effect that the association ask the railroads to impose no demurrage charges on Saturday, because of the half-holiday on that day and the consequent difficulty of unloading cars in quick time; also that there be a correction of the relative charges for long and short hauls; that the mercantile tax be repealed; that a garnishee law be enacted, and that the present mechanics' lien law be simplified.

The association was addressed on the subject of forest conservation by J. Addison Burke, who recommended that influence be brought to bear on the subject of having the Appalachian Forest bill passed at the present session of the legislature.

The reports of the various committees were received, and the delegates to the Atlantic Deeper Waterways Convention at Providence, R. I., made their report, indorsing the work of the association.

The following officers were re-elected: President, Henry Palmer of Langhorne; vice-president, F. S. Pyfer of Lancaster; treasurer, T. J. Snowdon of Scranton; secretary, J. Frederick Martin of Philadelphia.

Annual Banquet of Atkins Pioneers

The annual banquet of the Atkins Pioneers of E. C. Atkins & Co. of Indianapolis, Ind., was held in that city at the Spencer House on the evening of January 28. The officers are John H. Wilde, honorary president; John Monaghan, president; Charles L. Leming, vice-president; Charles F. Aumann, treasurer, and Clarence A. Newport, secretary. This organization is composed of employes who have been associated with the company for over twenty years, some of them running back to about forty years.

Over one hundred sat down to the banquet, which was a great success in every way. After the dinner a number of interesting talks were made. John Monaghan acted as toastmaster. Newton Braddock responded to the toast "The Veterans." M. A. Potter spoke on "The Wherewithal." Other toasts were "The New Recruits," Thomas Seery; "Tailormade," George Bauer, Jr.; "County Views," Thomas Wallace; "Our Departed Shopmates," C. S. Barker, and "The Finishing Touch," H. C. Atkins. Nelson A. Gladding, who is in the 20-to-25 year group, wound up the evening with one of his original and enjoyable responses.

The program was enlivened by a quartet and three soloists.

Monthly Philadelphia Exchange

The Lumbermens' Exchange of Philadelphia held its regular monthly meeting on February 2, with President Franklin A. Smith, Jr., in the chair.

A resolution was adopted by a standing vote expressing the deepest sympathy and condolence to the family of the late Jesse Lukens, one of the original members of the exchange and a widely known lumber dealer, who died on January 24, and requesting that a copy of the resolution be sent to the bereaved family.

Frederick S. Underhill, who represented the exchange at the meeting of the American Forestry Association, gave a very interesting report of the work being done by this body, after which he offered the following resolution which was unanimously adopted:

Whereas, Any amendement made to the Weeks Appalachian bill, whether favorable or unfavorable to the proposition for the conservation of the timber in the Appalachian and White mountains, would jeopardize the passage of the bill at this session of Congress and perhaps render its passage impossible.

Therefore, be it resolved, That we, the Lumbermen's Exchange of Philadelphia, urge the United States Senate to pass the Weeks Appalachian bill without any alteration whatever, and urge the senators from Pennsylvania, Hon. Boies Penrose and Hon. George T. Oliver, to vote for and support the Weeks bill in its present form.

Also, resolved, That copies of this resolution be sent to Senators Penrose and Oliver.

An invitation was received by the exchange from the National Wholesale Lumber Dealers' Association, requesting that the president and two other delegates from the exchange attend the convention to be held at Washington, D. C., on March 1 and 2. It was voted that the president be authorized to appoint the two delegates.

It was also voted that the March meeting of the exchange be postponed for one week, as the date conflicted with the National Wholesalers' meeting.

The remainder of the business transacted was of a routine character.

Annual National Wholesale Lumber Dealers' Association

There is every indication that the nineteenth annual meeting of the National Wholesale Lumber Dealers' Association to be held at Washington, D. C., Wednesday and Thursday, March 1 and 2, will be very largely attended. The business sessions will include some interesting reports and discussions and work attended to by the various standing committees during the year, among them being Arbitration, Legislation, Railroad & Transportation, Coastwise & Lake Insurance, Fire Insurance, Forestry, Trade Ethics, etc. The Bureau of Information and Collection Department and Transportation Bureau have been very active the past year and some unusually interesting reports will be submitted.

John A. Johnson, one of the commissioners of the District of Columbia, will deliver the address of welcome. The association has grown in activity and scope during the year and opportunities will be given for the members to discuss and consider at the meeting any subjects which should be taken up by the association.

The banquet will be held at the New Willard hotel on Thursday evening, March 2, at which will appear speakers of national repute. This banquet is considered by some to be the most important lumber social function during the year and replies from affiliated associations, including manufacturers, wholesalers and retailers, are to the effect that the trade organizations will be well represented. At the same time as the banquet a musicale will be given to the visiting ladies in the hotel and an attractive reception and program have been arranged for them.

One of the most interesting events of the convention is that the President of the United States will meet and address the members, delegates and lady guests in the east room of the White House, on Thursday, March 2, at 2:30 o'clock. This and other features of the meeting will be eagerly looked forward to.

Annual Meeting Pennsylvania Lumbermen's Mutual Fire Insurance Company

The annual meeting of the Pennsylvania Lumbermen's Mutual Fire Insurance Company was held at its home office in the Lafayette building, Philadelphia, on Tuesday, Jan. 24 1911. Election of officers and committees for this company resulted as follows: Edward F. Henson, president; Richard Torpin, first vice-president; W. Z. Sener, second vice-president; Edwin H. Coane, treasurer; Harry Humphreys, secretary; Justin Peters, manager; directors, Edwin H. Coane, Wm. O. Curtis, R. R. Griswold, Edward F. Henson, Harry Humphreys, Louis A. Mansfield, T. Atkins Murphey, Hugh McLean, Albro J. Newton, T. F. Ryman, W. Z. Sener, William Henry Smedley, Richard Torpin; finance committee, Edward F. Henson, chairman, Richard Torpin, W. Z. Sener, Edwin H. Coane, Wm. Henry Smedley; auditors, Emil Guenther, Myron J. Kimball, Clayton W. Nichols.

Edward F. Henson, president of the company,

[illegible] issued his annual report, copy of which is given herewith:

Do you know that of the officers and directors elected at the organization of this company in 1895, five have served continuously to date, namely: Richard Torpin, first vice-president; W. Z. Sener, director and later second vice-president; Edwin H. Coane, treasurer; Harry Humphreys, secretary, as well as your president. A continuous, consistent, conservative policy has resulted.

During the last year our policy holders were paid a 40 per cent dividend, reducing the net cost of their insurance to 60 per cent of their premiums. The continuation of this 40 per cent dividend has been authorized for 1911, and it is our hope and belief that at least this percentage of dividend can be continued indefinitely.

The dividends paid in 1910 amounted to $112,605.20, and the losses sustained amounted to $128,634.15. The year 1910 was one of severe losses, which consumed 40.3 per cent of the premiums as compared with 30 per cent, the average of all previous years combined. Nevertheless, although 40 per cent was used for losses, 40 per cent for dividends, and 21 per cent for expenses, our interest income and amount received from brokerage has enabled us to add $13,676.21 to surplus, which now amounts to the sum of $304,564.69.

Gentlemen, your company continues to do well and you should be pleased.

I attach a statement of the conditions of the company as of December 31, 1910, for your perusal, which I am sure you will find of interest.

STATEMENT, JANUARY 1, 1911.

Cash Assets—		
Approved stocks and bonds (market value)		$ 404,000.00
First mortgage loan on real estate		3,500.00
Cash in office		200.00
Cash in banks on interest		31,859.09
Premiums due		21,124.96
Interest due and accrued		5,885.18
Total cash assets		$ 466,569.23
Liabilities—		
Losses in process of adjustment	$ 1,628.97	
Taxes and other bills due or accrued	2,021.35	
Inspection charges due on premiums in course of collection	1,826.53	
Unearned premiums on policies in force	156,527.69	
Total liabilities	$162,004.54	
Net cash surplus	304,564.69	$ 466,569.23
Contingent assets		939,166.11
Total assets		$1,405,735.34
Insurance in force		$14,072,515.09
Premiums in force		313,055.37

Lumbermen's Underwriting Alliance

There is no gainsaying the fact that the Lumbermen's Underwriting Alliance of Kansas City, Mo., under the management of U. S. Epperson & Co., has attained magnificent success in lumber insurance affairs. The alliance has been in the field six years and has now more than $20,000,000 of insurance in force, being $1,000,000 more than double the amount carried by it three years ago. This record is unprecedented. Within the past twelve months fifty-one new subscribers have been added, and the insurance in force has been increased twenty-five per cent.

Notwithstanding the untoward conditions prevailing during 1910, which was notable for excessive and long continued droughts in large areas where timber operations are carried on, and also for disastrous forest fires, and that the alliance within the year increased the amount of its risks over twenty-five per cent, its fire losses were $25,000 less than the preceding year, and although a reduction in rates was made in the beginning of the year, which resulted in a decrease in the premium income of $30,000, its surplus and reinsurance reserve has increased $123,533.41 since January 9, 1910, there now being to the credit of subscribers $578,771.24.

The subscribers to the Lumbermen's Underwriting Alliance have no little cause for congratulations upon such a substantial showing as this.

The partners and managers of the Lumbermen's Underwriting Alliance feel that as the entire operating cost is but 20 per cent, it is justified in the belief that its policy holders will feel that alliance insurance will continue to afford the most economical and soundest protection available to manufacturing lumbermen.

Change in Company's Name

Announcement has recently been made in the change of the corporated name of the Van Keulen & Wilkinson Lumber Company of Grand Rapids, Mich., for many years one of the leading organizations in the Wolverine state. The company is now known as the Van Keulen & Winchester Lumber Company. The officers of the company are W. C. Winchester, president; J. C. Van Keulen, vice-president, and N. J. G. Van Keulen, secretary. The business of the company will continue as heretofore. It consists of the manufacture and wholesaling of hardwood lumber and crating material.

Enters Wholesale Hardwood Lumber Business

Sam E. Barr, well known in the New York hardwood trade with headquarters at 1 Madison avenue, announces that he has taken over the New York office of the Lilly Lumber Company at that location to conduct a general wholesale hardwood lumber business on his own account. In this connection he will continue to handle the Lilly Lumber Company's stock in the East,



SAM E. BARR, NEW YORK, N. Y.

in addition to other well established sources of supply, which will give him an excellent line of hardwood lumber for 1911.

Mr. Barr has a good list of choice hardwoods, mostly band sawn stock, which he has on hand at mill points, and on which he will name low prices.

The RECORD unites with Mr. Barr's many friends in the local trade in wishing him every success in his new undertaking.

Fire at Plant of Vestal Lumber & Manufacturing Company

The entire planing mill, dry-kilns and sheds of the Vestal Lumber & Manufacturing Company of Knoxville, Tenn., were entirely destroyed by fire on January 22. By hard fighting the sawmill and lumber yard proper were saved. The loss is only partially covered by insurance. The planing mill was a three-story structure and the sheds were two stories high. The origin of the fire is unknown, but was discovered in the shed next to the Louisville & Nashville Railroad. The dry-kilns were full and the planing mill had much rough and worked material in it. The Vestal Lumber & Manufacturing Company is one of Tennessee's most progressive hardwood firms, and it is very likely that the burned structure will be rebuilt.

Further Acknowledgements

The Nichols & Cox Lumber Company of Grand Rapids, Mich., manufacturer of American hardwoods and Nichols' "Everlasting" maple flooring, sent an artistic wall hanging, a reproduction of a painting by M. Galileo Galli, entitled "Emma."

From Sanford & Treadway, New Haven, Conn., manufacturers and wholesalers of hardwood lumber, come greetings in the form of a handsome calendar bearing a reproduction of the painting of Thomas Moran's "Mid-Summer Day, Long Island." This company has mills and yards at Menominee, Mich.; Elizabethton and Mountain City, Tenn., and Rugby, Va.

Compliments of the Three States Lumber Company, a big manufacturer of hardwood lumber with general offices at Memphis, Tenn., distributing yards at Cairo and Joppa, Ill., and mills in Missouri, Arkansas, Tennessee, Mississippi and Louisiana, came with its usual leather-bound memorandum book. The company has made it of especial value to the trade by inserting much valuable information, including the Hardwood Manufacturers' Association's grading rules for hardwood lumber.

From the Anderson-Tully Company, manufacturer of hardwood lumber, packing boxes, egg cases and veneers at Memphis, Tenn., came a beautiful calendar showing a reproduction of the painting by Thomas Moran, entitled "Mid-Summer Day, Long Island." It is well printed in soft, hazy colors and mounted on a stiff cream board making a most artistic hanging.

A Sad Death

While mentally deranged on January 21, Harrison P. Grover of the Dregge-Grover Lumber Company of Grand Rapids, Mich., went into the basement of his home and cut his throat with a razor, which resulted in death two hours later.

Mr. Grover was a highly respected citizen, having been a resident of the city for eighteen years. He leaves a wife and two daughters. He suffered from nervous collapse six weeks ago and since that time had been under the care of a physician. The funeral services were attended by members of the Grand Rapids Lumbermen's Association, of which organization Mr. Grover was vice-president.

Has Been Awarded Medal

The H. B. Smith Machine Company of Smithville, N. J., received first prize—a gold medal—which was the highest award given in any section for woodworking machinery at the late Centenary Exposition, Buenos Aires, Argentine Republic, S. A. As was noted in the last issue of the RECORD, this exposition celebrated the one hundredth anniversary of the Republic and was largely attended by persons from all over the world. The competition on woodworking machinery was with French, Swedish and English manufacturers, some of whom made large exhibits, but the Smith machines won on quality.

Smoker of New York Lumbermen's Club

The complimentary smoker and vaudeville entertainment tendered by the Lumbermen's Club of New York City at the Hoffman House on January 24 to members and invited guests, was most successful. The affair was largely attended, there being about 150 present.

Preceding the entertainment proper, the members and guests enjoyed a specially prepared table de hote dinner in the dining room of the club, after which they gathered in the assembly room for the entertainment of the evening. Special music preceded and interspersed the various acts, and light refreshments and cigars were served during the evening.

President Williams in a few appropriate remarks welcomed the members and guests and then turned the balance of the program over to the House Committee, which was composed of C. O. Shepard and C. W. Bronson. The vaudeville entertainment was splendid and included seven high-class acts. Applause greeted every effort and a general feeling of good fellowship prevailed throughout the evening.

The club now has a resident membership of 125 and a non-resident membership equally as large. The club's chief object is in having a special place for lumbermen to enjoy their noonday luncheons.

Defiance 28-Inch Band Sawing Machine

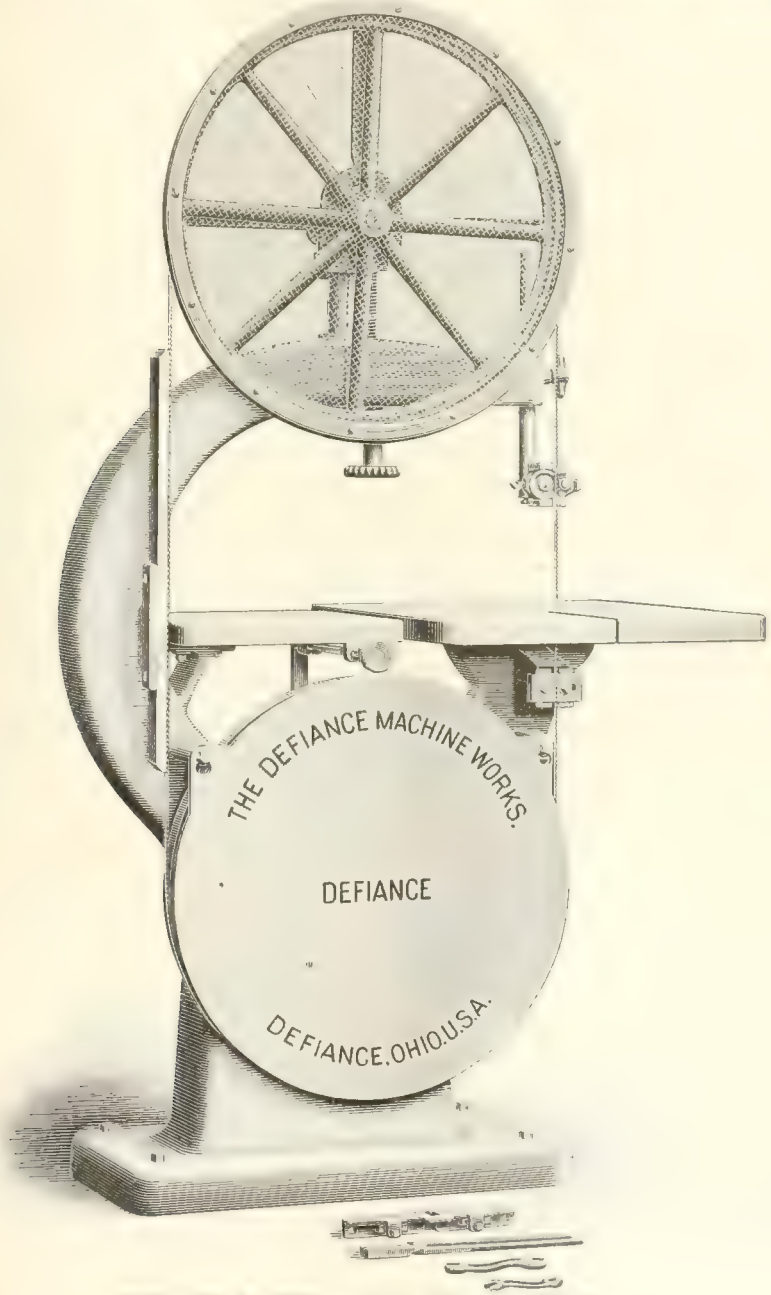
The cut shown in connection with this article represents the new patent 28-inch band sawing machine, manufactured by the Defiance Machine Works of Defiance, O. This machine contains many patented features and improvements. Every detail of construction embodies the highest grade of workmanship, rendering it the smoothest running and handiest machine of its kind offered. It is built by the use of automatic machines and skilled workmen, and will be found a most desirable tool for piano and organ factories, pattern work and woodworkers in general.

The frame is handsomely designed, cast in one piece with cored center, making it very stiff and reliable, and a broad floor base to stand on. The wheels are 28-inch diameter, 1½-inch face, covered with pure rubber bands, ground true after fitting to the wheels and given a running balance. They are supported upon ground steel spindles of large diameter, running in long bronz self-lubricating bearings of the reservoir system. The upper wheel is provided with a screen safety guard, and the lower one is covered with solid iron disc to protect the operator.

The tension device maintains automatically a uniform tension to the saw-blade, so that light or heavy sawing in hard or soft wood can be accomplished without fear of the saw-blade breaking or running off the wheel. The table, which is made of iron, in one piece planned perfectly true, is 24 inches x 28 inches and can be instantly tilted to any angle to 45 degrees for a conical or bevel sawing. The saw guides are of patent non-friction type, and will not heat or injure the saw. The tight and loose pulleys are 10-inch diameter, 4-inch face, speed 700 revolutions per minute, with a loose pulley constructed with self-oiling reservoir hub and bronz bearings. Each machine is furnished with one ⅜-inch band saw blade, brazing tongs and vice, with the necessary oil cups and wrenches. One horse power is required to drive this machine, which occupies 34x46 inches of space.

The machine will take the material 12 inches thick and under, and the saw blade used is 14 feet, 10 inches long.

Anyone interested in this machine or desiring further information regarding it can address the Defiance Machine Works, Defiance, O.



DEFIANCE 28 INCH BAND SAWING MACHINE

Building Operations for January

Official reports from fifty cities scattered throughout the United States as compiled by The American Contractor, Chicago, show an aggregate gain of one per cent for January, 1911, as compared with January, 1910. One-half of the cities show losses of from 1 to 92 per cent and the rest show gains from 3 to 873 per cent. Gains of over fifty per cent were made as follows: Cincinnati, 75 per cent; Cleveland, 100; Columbus, 83; Detroit, 74; Hartford, 91; Knoxville, 66; Manchester, 185; Newark, 94; New Haven, 873; Manhattan Borough, 87; Portland, Ore., 58; Seattle, 60; Syracuse, 151; Worcester, 218. The particulars will be found in the following table:

City.	Jan., 1911. Cost.	Jan., 1910. Cost.	Per Cent Gn.	Per Cent Lss.
Baltimore	$ 460,166	$ 976,300		52
Birmingham	270,000	189,848	42	..
Bridgeport	87,420	79,385	10	..
Buffalo	274,000	418,000	..	34
Chattanooga	56,452	57,045	..	1
Chicago	1,133,200	6,654,000	..	83
Cincinnati	545,370	309,975	75	..
Cleveland	564,122	281,650	100	..
Columbus	123,180	67,265	83	..
Dallas	178,280	380,565	..	53
Denver	267,225	449,300	..	45
Des Moines	16,875	61,534	..	72
Detroit	1,249,800	717,555	74	..
Duluth	63,082	97,225	..	35
Grand Rapids	72,575	68,876	6	..
Hartford	192,255	100,155	91	..
Indianapolis	186,265	273,585	..	31
Kansas City	357,010	543,876	..	1
Knoxville	40,975	24,666	66	..
Little Rock	76,717	86,880	..	11
Louisville	148,817	271,976	..	48
Manchester	22,727	7,960	185	..
Milwaukee	255,775	180,195	41	..
Minneapolis	840,725	1,294,182	..	34
Minneapolis	286,280	602,705	..	52
Nashville	64,082	92,241	..	30
Newark	938,691	482,877	94	..
New Haven	1,042,325	104,915	873	..
New Orleans	114,0..	317,708	..	32
Manhattan	13,670,777	7,291,470	87	..
Brooklyn	1,136,765	1,913,400	..	40
Bronx	609,600	2,686,450	..	77
New York	15,417,142	11,891,320	29	..
Oklahoma City	303,280	538,178	..	41
Omaha	322,700	287,630	..	12
Paterson	72,893	147,957	..	51
Philadelphia	2,597,460	2,131,775	21	..
Pittsburg	594,065	576,925	3	..
Portland, Ore.	980,616	624,110	58	..
St. Louis	1,355,655	1,464,000	..	7
*Salt Lake City	66,400	897,400	..	92
San Antonio	172,790	199,151	..	23
Scranton	74,717	97,805	..	24
Seattle	506,000	1,274,975	60	..
Syracuse	406,450	161,933	151	..
Tacoma	94,141	113,344	..	16
Toledo	105,306	84,760	24	..
Washington	1,278,952	1,041,774	22	..
Wilkes-Barre	95,003	70,324	35	..
Worcester	298,810	93,760	218	..
Total	$36,639,200	$36,284,279	1	..

*Salt Lake City issued the permits for $800,000 January, 1910.

American Logging System in Malaysia.

Consul-General James T. DuBois of Singapore, writes:

In the great hardwood lumber tracts of Malaysia many concessions are being granted, and in most instances the American system of logging is being adopted and American machinery used. One company has a concession thirty-four miles long and ten miles wide on a heavily wooded island, upon which a large amount of American machinery is being installed, and the entire concession will be operated on the American system. Some of the finest hardwoods

[illegible] operations in Malaysia [illegible] conducted in the most primitive manner. The jungles of this great area, including Borneo, Java, Sumatra, Celebes, New Guinea, and Malay, with hundreds of small islands, are replete with valuable hard and soft woods and the world is now beginning to come to these regions with increasing orders, so much so that the primitive systems of logging are gradually giving way to up-to-date methods, and of these methods the American system is far in advance, and the larger companies are beginning to adopt our machinery in their operations. Several large Dutch mills are using it and hundreds of thousands of dollars will be invested in it before long. One firm is now putting up over $100,000 worth of American logging machinery to be operated in a very large concession on an island seventy miles long, off the coast of Sumatra.

North on the Malay Peninsula in Burma a large logging business is done. On one large concession 6,000 elephants are employed and each elephant represents an invested capital of $2,000. An American steam logging outfit would cost not much more than one elephant and would do ten times the work. Timber is dragged sometimes over 100 miles by elephants in the primitive Burma operations. Here is a field for our machinery, but it can only be placed there by energetic representatives who understand the machinery and know something of conditions prevailing where it is to be used.

Death of Father of William J. Wagstaff

Samuel M. Wagstaff, pioneer lumberman of Oshkosh, Wis., and father of William J. Wagstaff, died at his home on February 6, at the age of eighty-two years. The death of Mr. Wagstaff removes one of the veterans of Wisconsin, who came to that city when it was a mere lumber and trading post. He was born in England, near Nottingham, on December 21, 1828. He started his life's work at Oshkosh as a machinist and was known as an expert engine builder. Incident with his other work, he carried on farming in the vicinity of Oshkosh. He is survived by his son, William J. Wagstaff of Oshkosh and a daughter, Mrs. E. D. Cole, who lives in Montana. The funeral was held on Wednesday following his death and was very largely attended.

W. J. Wagstaff has the sincere sympathy of the RECORD in the loss of his veteran father.

Machine Gearing Made of Muslin

The General Electric Review tells of noiseless gears made up of a series of disks of compressed textile fabric that were successfully applied to a motor driven punch and shear in a blacksmith shop. The gears were noisy and the teeth stripped off under the severe duty they had to perform. A muslin pinion was put on the motor shaft over a year and a half ago. It has given no trouble and is said to show no signs of wear. Several hundred of these gears are now in use and the following description of their construction will be of general interest.

The muslin is cut into disks, which are assembled and pressed between two steel washers, the whole then being securely fastened with rivets or tapbolts. The blank is next turned to the proper diameter and the teeth cut in a gear cutter. The gear is then soaked in a good quality of machine oil.

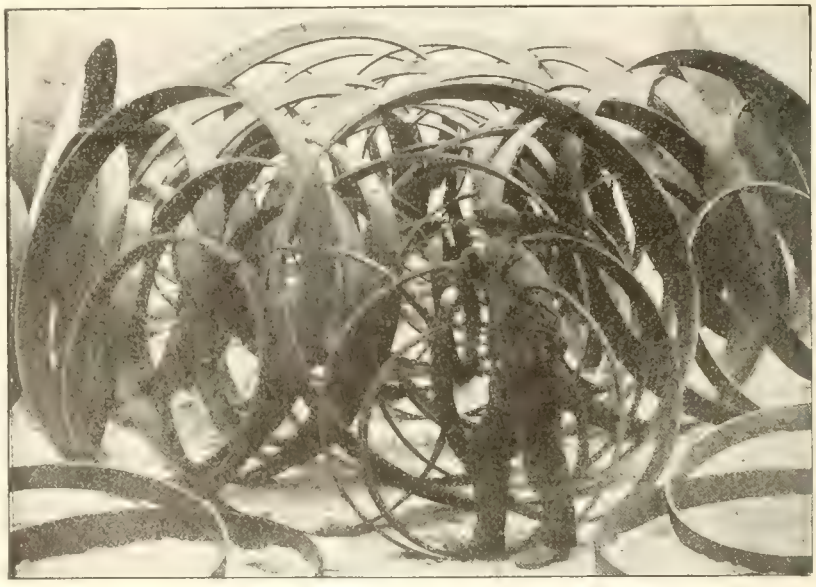
These pinions can be made in various forms, of any reasonable size, and either with or without metallic centers. It is absolutely necessary, however, for the shrouding to extend to the full diameter of the gear. With these pinions, the [illegible] of lubricant is necessary as the oil which was absorbed by the muslin in the oil bath will keep the teeth of the pinion lubricated for an indefinite length of time. In the actual running of these gears they seem to take a metallic coating on the teeth, which tends to protect them from excessive wear from the teeth of the mating gear.

Not a Wreck.

The accompanying photograph will undoubtedly excite the curiosity of our readers. What is it?

In explanation would state that Wm. B. Mershon & Co., the band saw specialists of Saginaw, Mich., have sent us this photograph, taken from a partial consignment of weldless steel locomotive tires which are used to form the rim of both the upper and lower wheels of Mershon band resaws.

These rings represent an item of expense which is not at once thought of by the average millman. The company reports buying these rings by the carload, the rings illustrated above representing a part of a consignment amounting to $4,000 or $5,000. One can readily judge the amount of money which has been expended for these rings during the past ten or twelve years, during which time Wm. B. Mershon & Co. have been using these rings exclusively in connection with their upper wheels. This type of wheel has proven so satisfactory that they propose in the future to use a similar band around the lower web wheels as well, and by so doing avoid all possibility of a wheel bursting from any cause whatever. They say it costs money, but nothing is too good for Mershon customers.



PARTIAL CONSIGNMENT WELDLESS STEEL LOCOMOTIVE TIRES USED ON MERSHON BAND RESAWS

Furniture in Argentina

Consideration of the export of timber to Argentina turns attention to the sale there of timber products, of which furniture is the most important.

The import of furniture into Argentina is extensive, estimated at about half of the total used in the country, and including most of the more expensive sorts. The cheaper grades are made largely in the country, principally from pine received from the United States, as the native woods of Argentina are mostly too hard for working up into furniture, especially where minimum cost is an object. The furniture made from North American pines is not varnished, but treated lightly with oil or wax, so that it has almost the appearance of an unfinished article. Such furniture is for sale everywhere in Argentina and is the kind mostly used in the average home.

A small amount of high-grade furniture is also manufactured in the republic, for which purpose some of the native hard woods are employed. This is not finished with a high-gloss varnish according to the method most in vogue in the United States. Instead, wax only is employed, rubbed in, at cost of much time and pains, by hand until a soft and velvety appearance is obtained, far more elegant and artistic, where the quality of wood and workmanship is good, than a high-varnish finish. One furniture house in Buenos Aires employs some 300 men in its factory and makes furniture both of the cheaper and more expensive sorts. It also does a large amount of the upholstery work on imported goods. Leather and other upholstery material is comparatively cheap in Argentina, and by attending to this end of the work itself, the house in question saves large sums in customs duties.

Imports from the United States are almost entirely in the way of office furniture, book shelves, and the like. In that field our manufacturers have all but a monopoly of the trade. Argentine furniture dealers say that in no other country has the matter of office equipment been worked out on such practical and comprehensive lines. Roll-top desks, sectional book shelves, revolving bookcases, filing cabinets, and the like from United States factories are all exceedingly popular.

Of course this is a business which does not extend much outside the cities, and as Argentina is an agricultural country, with a population of only about 6,000,000 inhabitants, the trade is not capable of indefinite expansion except as the country grows. But new methods are everywhere displacing old ones in the Argentine business world, and with this movement there is a natural demand for up-to-date office equipment.

With the exception of office furniture and book shelves, United States manufactures are not popular and do not promise to obtain much foothold, unless our styles undergo considerable modification or Argentine taste changes. At present French influence is strong upon the country. The demand is for ornate patterns and showy upholstery in colored fabrics. Louis XV types may be said best to represent the prevailing tastes. Gilded furniture and pieces with elaborately carved woodwork are greatly admired. The arts and crafts movement, which has lately made great headway in the United States, has

not found so much as an echo in Argentina. The simplicity of such furniture would, at the present time, at least, find moderate appreciation.

It is doubtful if United States manufacturers would find it profitable to compete for the Argentine furniture trade in the lines where European nations are now supreme and with articles of a similar nature. Ornamental carving and inlaid work are little understood in this country, and the attempt to turn out models on French lines would probably result in the production of articles of excessive cost.

The matter of finish, already alluded to, is also a point against North American furniture as now largely made. The high-varnish finish, so general in the United States, is little used by European manufacturers, and suffers in comparison with the soft oil and wax finishes usually employed for their best products.

Imported furniture, as already noted, represents the more expensive sorts only, and is not largely used except in the homes of the fairly well-to-do. For this reason price is not so much of an object as quality and coincidence with popular taste. Generally speaking, imported furniture in Argentina costs about twice what it would sell for in the country of its origin. This is partly due to the cost of transportation for so great a distance, but more particularly to the result of a high protective tariff, which is forty-two percent ad valorem for the most of it. This makes it an object to do the upholstering in the country and as much of the other finishing as possible.

$12,000 Mauritania Model

Alexander H. Revell & Co., Wabash avenue, Chicago, exhibited in their Adams street window a model of the Cunard liner, Mauritania. This model is an exact miniature of the ship and is enclosed in a mahogany case. It measures 18 feet, 2½ inches in length, 3 feet, 5½ inches in breadth, and 5 feet, 5½ inches in height, and weighs about 3,500 pounds. The minutest details, including quadruple screws, wireless station, deckhouses, including captain's bridge, are shown in the most costly ship model ever brought to Chicago.

Lumber in Natal

The Consul Edwin S. Cunningham, Durham, reports as follows:

The forests of Natal are limited, and timber is imported for practically every purpose for which lumber is used, principally pine and poplar; pitch pine is also imported in considerable quantities. Besides these, various hardwoods, such as oak, hickory, walnut, ash, spotted gum or colonial hickory, teak, jarrah, mahogany, and maple, are imported for wagon building, and for use in the manufacture of various kinds of furniture. Hickory was at one time imported, but on account of its cost wagon builders have substituted Australian spotted gum or colonial hickory therefore, at one-half the cost of American hickory.

Bridge of Mahogany

A singular bridge was noted in the state of Chiapas, Mexico, which spans the Rio Michol river. The entire structure is 150 feet long, 15 feet wide, and composed of solid mahogany logs. Certainly this would cause any manufacturer to hesitate, because of the known scarcity of mahogany, also because these boards are counted like a merchant would count his gold. The bridge is used both by teams and by foot passengers, and though roughly constructed, is very substantial. These massive timbers were never sawn, as there is not a sawmill in the region, but all were hewn out from the logs with the axe. On a New York valuation there was approximately $2,000,000 worth of material used in its building.

First Cost vs. Final Cost

It is a well-recognized fact among good business men that the first cost of a thing does not determine its true cost.

Its utility and durability are of far greater importance.

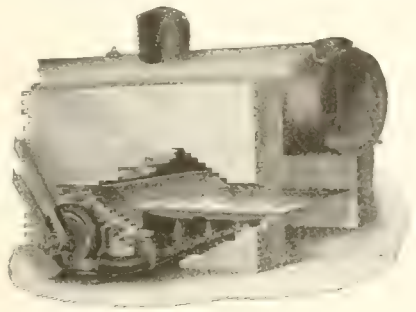
An article costing $100 and lasting twenty years is really much cheaper than one costing $50 and lasting only two or three years.

This is so evident that it seems strange anyone could ever overlook it; and yet many people sometimes do, as is shown by their business transactions.

Taking its great durability into consideration, the Gordon Hollow Blast Grate [illegible] cheaper than an ordinary or draft grate that there is absolutely no comparison.

And when it comes to utility, the Gordon Hollow Blast Grate gives excellent results with fuel that refuses to burn at all on a common grate.

It is therefore evident that, as the manufacturers state, the Gordon Hollow Blast Grate is not an expense, but an investment.



GRATE MANUFACTURED BY GORDON HOLLOW BLAST GRATE CO., GREENVILLE, MICH.

It enables the fireman to control the supply of air absolutely, and hence to regulate his fire to suit the weather and the demand for steam.

In fact, so extremely useful is this grate that in many sections of the country every mill is fitted with it, and no one pretends to plan one with anything else.

The Gordon Hollow Blast Grate is manufactured by the Gordon Hollow Blast Grate Company, of Greenville, Mich., likewise known as the manufacturer of the celebrated "Tower" line of edgers and trimmers.

Sawmill Machinery for the Yalu Valley

There is at present a considerable demand for sawmill machinery at Antung, China. The timber trade at this port is of great importance.

As the commissioner of customs stated in a recent report, "timber continues to be the chief lever operating to raise Antung to a more important place in the business world." The value of the wood exported from Antung during last year was $390,612 (United States currency). The wood from Antung is in close competition with the wood from Japan, and it is necessary for the local exporters to avail themselves of every possible advantage.

One difficulty encountered by the dealers in the local product is the high freight rate, and they have come to realize that the timber must be cut before shipment and that sawmills at Antung are necessary for the purpose. At present the wood is sent out in the form of logs or rough beams. As the shipping companies charge for the cubic space which the wood occupies, and since the logs cannot be closely packed, a great saving could be effected if the wood were cut and packed closely together. Much waste material would thus be eliminated and the shipments would be much more valuable in proportion to the space occupied. There are at present no sawmills at Antung, and as two such mills are about to be erected there is an excellent opportunity for the sale of American sawmill machinery.

The principal wood exported from Antung is a variety of fir. The logs, as a rule, are comparatively small, averaging about two feet in diameter. Light machinery would therefore be suitable for use at this place. [Further information in regard to specific openings for the sale of sawmill machinery in Manchuria may be obtained from the Bureau of Manufactures.]

Keeps Gum from Warping

There is a new process for treating white gum that stops the gum from warping after it has been veneered. They first extract the sap by an electrical process and then treat the gum to a bath of chromate of iron. This gives the wood the color of mahogany and the toughness of maple. The intention of the company controlling the process is to put on the market a cored door that will compete with the mahogany door and they claim that the chromate of iron will penetrate a piece of white gum three inches in thickness. The first door factory is being built at Elmira, N. Y., and is to be managed by William Lawson, who is now located at 418 McCormick building, Chicago, Ill.

Safe Boiler Appliances

There are four essential adjuncts to a boiler that are necessary for its safe operation: namely, a blow-off valve, safety valve, water columns and gage glass, and steam-pressure gage. All of these devices are shamefully abused in many small steam plants, and, if the truth were known, the same criticism might be applied to a good many large plants as well.

The safety valve is generally left to take care of itself, if it will but operate when the steam pressure reaches a certain predetermined point. The blow-off valve is often allowed to leak so long as it does not lower the water in the boiler enough to cause trouble. The water column and steam gage are the two safety factors which require watching, and yet they are often the ones most neglected.

On vertical boilers the water glass is frequently so poorly illuminated that even an expert could not tell to a certainty the exact location of the water level. Under such circumstances the boiler attendant depends upon the high and low-water alarm, and this device is frequently heard operating in many steam plants, which is a reflection upon the method of handling the plant.

A good engineer or chief fireman will keep the water glass on each boiler under his charge clean, both inside and outside, and a light properly placed so that the water tender or fireman can readily see the water level from [illegible] points of view.

The proper method of determining the water level in a boiler is to try the gage cock and not to depend upon the water level. There are few firemen, however, who do not place almost implicit trust in the water glass; hence it should be kept clean and in proper working condition.

The pressure gage is by no means of secondary importance, and yet few register correctly after a few years' use. Frequently the face is so dirty or the gage is so located that it is almost impossible to read the steam pressure. This is, of course, bad engineering, and should never be countenanced by an [illegible].

Placing a steam gage at a distance from the boiler is not good practice, because the long pipe is almost certain to become clogged with sediment. Connecting the steam gage to the metal front of a boiler, where heat from the boiler setting is transmitted to the gage, is a practice not to be commended.

A false steam gage is a dangerous thing, and if it and the safety valve are both defective at the same time, a boiler to which they are

[illegible] is as dangerous as a locomotive with a [illegible] Nevertheless there are a large number of engineers operating under just such conditions. How about yours?

Of course, there is but one way to obtain safe operation of a steam boiler, and that is to keep everything connected with its operation in the best of condition, first, last and all of the time.—Power and the Engineer.

Wood for Rustic Work

It is surprising how large a quantity of wood is used in the making of rustic arbors, bridges, seats and summer-houses. Around London alone there are quite large numbers of persons engaged in the making of these, for all of which the residents in small villas would appear to be the principal purchasers.

The timber most in request is oak, fir, yew and hazel, and the more crooked and burred the wood is, the more it is in request and the better price does it command, though, speaking truthfully, the profits to be derived from the purchases of a rustic wood merchant are trifling and hardly worth considering. Refuse branches often come in capitally for the use of the rustic wood worker, so that, in the majority of cases, firewood will turn out quite a quantity of useful wood for the rustic worker. Peeled oak is much sought after, particularly the smaller and most crooked branches; while yew branches, with the bark on, make a wonderfully lasting and neat bridge or arbor. Rough spruce and Scotch fir, too, are in demand for posts for summer-houses, while for ornamenting the interiors of boat-houses and tea-houses, hazels are much in request. They are split in half and nailed on the framework in neat and pretty patterns.

Big Toothpick Crop

According to an official of the Department of Commerce and Labor, few persons have any idea of the enormous quantity of wooden toothpicks annually turned out by factories in the United States. The number of these is beyond calculation—thousands of millions each year. Besides those manufactured in this country, toothpicks in incredible numbers are imported, principally from Japan, Portugal and Italy, but by far the greater number used in the United States are furnished by home factories.

The state of Maine furnishes most of them. It is in that state that white birch, of which the greater proportion of domestic toothpicks is made, is found most in abundance. The wood in question is preferred for the purpose because of its softness and pliability which affords just the amount of resistance requisite for a toothpick. In Maine there are numerous mills, equipped with costly and intricate machinery, whose entire industry it is to supply the United States with toothpicks. And the industry is a most profitable one.

Although it is said the state of Maine possesses what is practically a monopoly of toothpick manufacture, there are other mills, notably in Vermont, New York and Massachusetts.

White birch is not the only wood used, maple and poplar as well being employed, but as birch has the desirable quality of retaining its forest odor and sweetness, it has the preference over all other woods.

The felling of trees to be split into toothpick forms, of course, merely an incidental part of the regular work of the Maine foresters. Though no especial gangs are told off to select suitable trees, the foreman will mark a tree that seems adapted for the making of toothpicks, order it cut down and put aside. The branches are trimmed off, and only the bark is sent to the mills. After the bark is skinned off the naked trunk is run through a machine that severs it into veneers, "veneers" being the technical term for thin strips of wood no thicker than a piece of blotting paper and no wider than the length of a toothpick.

When the trunk has been cut into these sheets of wood only one other process remains—to turn out the toothpicks fit for packing and shipping to market. The veneers are fed into a second machine supplied with sharp, rotary knives that whirl at a very high speed, snipping the veneers into toothpicks at the rate of hundreds of thousands an hour.

American Ships May Be Exempted

The Pacific coast lumbermen's proposition that American ships be exempted from tolls when using the Panama canal has advanced a step towards success. The Senate committee on inter-oceanic canals has attached a number of important amendments to the Mann bill for civil government of the canal zone. The most important, perhaps, provides that tolls shall be from 50 cents to $1.50 per ton, and that American ships need not pay any tolls except ships owned by railroads. The latter provision is a direct blow at the Pacific Mail Company, which is controlled by Southern Pacific interests. It is further provided that ships using the canal without toll may be taken possession of by the government at a fair valuation at any time. The idea of this is to insure an adequate force of auxiliary vessels in time of war.

It is expected the canal bill will be reported shortly and considered at the earliest opportunity.

Miscellaneous Notes

A new concern for Flushing, N. Y., is the Wilkins-Herman Parquet Floor & Mantel Company, capitalized at $50,000.

The Central Screen Manufacturing Company of St. Louis, Mo., has recently increased its capital stock from $100,000 to $200,000.

The Petersburg Lumber Company has recently commenced business at Petersburg, W. Va., and has a capital stock of $25,000.

The Terry Potter Lumber Company of Denver, Colo., was recently incorporated with a capital stock of $30,000 to do a wholesale lumber business.

A new concern to engage in business at Milwaukee, Wis., is the Eighth Avenue Lumber Company. The company has an authorized capital stock of $25,000.

The Hickman Lumber & Planing Mill Company of Hickman, Ky., was recently sold to C. T. Moss and T. R. Reynolds, who will continue to conduct the business.

The Livingstone Lumber Company of Livingstone, Wis., has recently been incorporated with a capital stock of $15,000. Those interested are L. D. Eastman, W. B. & W. F. Altman.

The Buckhannon Manufacturing Company of Buckhannon, Ga., is planning the establishment of a plant for the manufacture of coffins and caskets. E. S. Griffith is president of this company.

The Coosa Lumber Company of Gadsden, Ala., recently increased its capital stock from $25,000 to $100,000. It has plans under way for doubling the capacity of the plant located at Griddles Bend.

Wm. Queitt is manager of the Queitt Manufacturing Company, Whittier, N. C., which was recently reincorporated with $25,000 capital stock. The company will erect a new saw and planing mill soon.

The Porter & Wadley Lumber Company of Louisville, Ark., was recently completely destroyed by fire. The loss was estimated at $75,000 with only $42,000 insurance. The plant is already being rebuilt.

The Thornville Wagon Company, Thornville and Lynchburg, Va., has been incorporated and will rebuild its factory which was burned some time ago. The new factory will have double the capacity of the old one.

The Charlotte Lumber Company of Charlotte, Mich., recently purchased 10,000 acres of timber land in Lewis and Perry counties, Tenn., and will take immediate steps to install sawmills, etc., for its development.

The J. F. Thomas Lumber Company recently started business at Medford, Okla. Its capital stock is $15,000 and incorporators are J. F. and M. E. Thomas and E. Harpstripe of Medford, and W. E. and C. Thomson of Lakewood, N. M.

The East Union Lumber & Manufacturing Company has recently removed its sales offices from Brookhaven, Mass., to the sawmill plant at Hammond, La. F. M. Worley has been appointed manager of the mill and sales manager of the company.

The Conder Vehicle & Furniture Company is a new concern for Kershaw, S. C. It is incorporated with a capital stock of $10,000 and has for its officers Lewis Conder, president; J. W. Powers, vice-president, and J. H. Moberly, secretary-treasurer.

A new concern to engage in the manufacture of furniture is the Frank Clapp Company of Toledo, O., capitalized at $30,000. The incorporators are Edward C. Frank, George J. Budd, Arthur C. Budd, Harmon W. Clark, W. Clapp and K. Southard.

Bennett & Gilliam of Morgantown, N. C., are developing about 200,000 acres of timber land in McDowell county, N. C., estimated to contain 6,000,000 feet of poplar, pulp, tannic acid and tan bark. A flume seven miles long is being built down Curtis creek.

Charles Ryker has recently opened a wholesale lumber business in rooms 6 and 7 of the News building, Hutchinson, Kas. Mr. Ryker is an experienced lumberman and will handle yellow pine, cypress, hardwood, oak and other southern woods, as well as a select line of west coast products.

The Miller & Donahue Company of South Bend, Ind., one of the best known concerns in northern Indiana, recently failed for $250,000 and is now insolvent, according to a petition filed by the Fullerton-Powell Hardwood Lumber Company asking for the appointment of a receiver.

The Dixie Hardwood Manufacturing Company was recently incorporated at Montgomery, Ala., with a $3,000 capital stock. The company will manufacture auto and wagon spokes, cotton mill specialties and shuttle blocks. C. H. Bartlett is president and secretary-treasurer and J. T. Robinson is vice-president.

The River City Lumber Company of Portsmouth, O., was recently incorporated with a capital stock of $25,000. The officers of the new company are J. A. Salmon, president; E. G. Nave, vice-president; H. G. Murray, Jr., secretary and treasurer. The above officers with S. C. Peebles and G. W. Curtis constitute the board of directors.

The Dare Lumber Company of Elizabeth City, N. C., is planning to rebuild its big log loading plant on Mill Trail Creek in Dare county, N. C., which was recently destroyed by fire. That plant was one of the most modern log loading equipments in that section and its new construction will put the company in shape for a profitable conducting of its operations once more.

The mill of the Bird & Wells Lumber Company of Wausaukee, Wis., will continue to operate there until June. The company has a large supply of logs on hand and will continue to saw until the supply is exhausted. At that time the machinery will be taken out and moved to Menomonie, where it will be placed in the new steel mill of the J. W. Wells Lumber Company.

The American Handle Works of Parkersburg, W. Va., has recently been incorporated with a capital stock of $25,000 by H. O. Steiner and others. The company has a plant 60x75 feet, three and one-half stories high, of steel construction, with a capacity of about 300 dozen hickory tool handles per day. It is expected that the plant will be ready for operation about February 15.

The American Wagon Company of Asheville,

N. C., is a new concern organized with a capital stock of $50,000. It will establish a plant at Asheville for the manufacture of straight bound farm and delivery wagons. Joseph Stifter of Fort Smith, Ark., is president of the company, J. C. Wallace vice-president and J. E. Rector secretary-treasurer. Both Mr. Wallace and Mr. Rector are of Asheville.

One of the largest deals closed in Appleton in some time was that negotiated between the G. W. Jones Lumber Company of that city and the Edward Hines Lumber Company of Chicago. The Jones company contracted for the purchase of the entire hardwood output of the Hines mills at Hayward and Iron River. The season's output at these two plants will aggregate 16,000,000 feet of hardwood. The deal involved about $250,000.

The Bristol Door & Lumber Company, manufacturers of band sawn hardwood lumber, doors, trim and mouldings, is planning a considerable extension to its plant at Bristol, Tenn., which will greatly increase its output. The company reports that 1910 was a very good year and it is expecting a still better one for 1911. The company has on hand a good assortment of hardwoods and has facilities for kiln-drying and dressing on short notice.

The West Branch Box & Lumber Company is the name of a new concern at Williamsport, Pa., the principals in which are P. C. Hartman, Wm. Campbell and John Coleman, all of Williamsport. The company will specialize in the manufacture of packing cases and boxes, and to that end has bought the building known as the Oak mill, formerly the property of John Coleman. Mr. Coleman has decided to begin the construction of a thoroughly equipped hardwood flooring plant to cost about $40,000.

A new concern to operate a sawmill and planing mill at Big River, Prince Albert, Saskatchewan, is the Big River Lumber Company. The principal owners in this enterprise are A. D. McCray of Vancouver, McKenzie & Mann and Col. A. D. Davidson, well known as the land commissioner of the Canadian Road. The sawmill is already being built and will begin manufacturing lumber about May 1. It will have a capacity of 600,000 feet per day, being one of the largest mills in western Canada. Mr. Davidson of this company says that there is enough timber to last the company for twenty-five or thirty years.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

Agreeable to previous call, a conference of traffic managers of lumber manufacturing concerns was held at the Annex in this city on February 8 and 9. C. A. Bigelow, Bay City, Mich., was chairman of the meeting, which was executive. The work in hand was threshing out weights and claim matters to arrive at a better understanding of the railroads on these subjects.

The next regular meeting of the Chicago Wholesale Lumber Dealers' Association, under the energetic management of E. A. Thornton, president, will be held at the Union League Club on Tuesday, February 14. Luncheon will be served at 12:30 sharp. Secretary S. C. Bennett requests that every member of the association should be represented at this meeting, as several important matters are to be taken up, chiefly that of inspection and amalgamation.

The RECORD acknowledges with pleasure the receipt of a handy and neat little red leather bound memorandum book from the Maxson Lumber company of Milwaukee, Wis.

Emil Guenther, the well known Philadelphia lumberman, was in Chicago this week as a delegate to the traffic managers' conference, representing several of the Philadelphia and other eastern organizations.

J. W. Thompson, the well known Memphis lumberman, was a Chicago visitor last week.

M. E. Thomas, sales manager of Cobbs & Mitchell, Inc., and Mitchell Brothers Company of Cadillac, Mich., was a Chicago visitor on Wednesday and Thursday of this week.

George K. Smith, St. Louis, secretary of the National Lumber Manufacturers' Association, and George E. Watson, New Orleans, secretary of the Southern Cypress Manufacturers' Association, were in attendance at the traffic conference in Chicago this week.

J. C. Knox of Cadillac, Mich., secretary of the Michigan Hardwood Manufacturers' Association, was one of the visitors at the lumber traffic conference held in Chicago on February 8 and 9.

C. A. Bigelow and D. M. Kneeland of the Kneeland-Bigelow Company, Bay City, Mich., were Chicago visitors during the week.

The Garetson-Greason Lumber Company of St. Louis, Mo., has just closed a deal with the Edgar Lumber Company of Wesson, Ark., whereby it has secured the hardwood timber on the Edgar company's lands. A band mill of 25,000 feet daily capacity will be erected at once and the owners expect to commence operations in four months' time. The timber holdings of the Edgar Lumber Company are quite extensive, and this new deal will enable the Garetson-Greason Lumber Company to largely increase its output of white and red oak for foreign and domestic trade.

Miss Alice E. Gordon, formerly associated with HARDWOOD RECORD, but more recently in the employ of E. C. Atkins & Co. at their Buenos Aires, Argentina, house, was married on Saturday, February 4, at her home in Sterling, Ill., to Senor Federico Alfredo Sorenson of Buenos Aires. Mr. and Mrs. Sorenson are now on a wedding trip to the Pacific coast and on the first of April will return to Buenos Aires, which will be their future home. Mr. Sorenson is engaged in the exploitation of American woodworking machinery and other supplies at the big South American city. The bride and groom have the sincere congratulations of HARDWOOD RECORD.

The Taylor-Brown Timber Company, whose general office until recently was located at Huntington, W. Va., advises that its office has been moved to Barden, O., and requests that future communications be addressed to this point. The company will continue to maintain a sales office at Huntington, but letters to that office should be addressed to C. S. Brown.

The RECORD is in receipt of a notice that Herbert Mead, Jr., and Lawrence J. Mead, who have been carrying on the wholesale merchandising of lumber at 20 E. Forty-second street, New York City, for some time, have dissolved and the total interest has been acquired by Herbert Mead, Jr., who will operate under the title of the Mead Lumber Company. Mr. Mead announces that the main office of the company will be removed to Hastings-on-the-Hudson, N. Y.

The RECORD wishes to acknowledge receipt from E. C. Atkins & Co., Inc., of a handsome illustrated menu card of its annual banquet to its employes held at the Spencer Hotel, Indianapolis, on January 28 last. The card is illustrated with pictures of several pioneer employes who have been associated with the company for a period ranging from twenty-four to thirty years, and includes a half-tone engraving of a photograph showing a large group of Atkins' pioneers. The function is reviewed in another article in this issue of the RECORD.

The RECORD acknowledges the receipt of an announcement from Mr. and Mrs. Samuel Livingston of Wausau, Wis., of the marriage of their daughter, Grace Dorothy, to Harry Howard Heineman of that city on Thursday, February 2. Mr. Heineman is one of the well-known and energetic young lumbermen of the Wisconsin city and the RECORD extends its congratulations.

J. A. McNeil, who for ten years has been in the employ of the Lesh & Matthews Lumber Company, Wausau, Wis., has severed his connections with the above firm, coming to the Webster-Whipple Lumber Company of Minneapolis, Minn. Mr. McNeil's past experience as inspector, salesman and buyer will enable him to help in the marketing of the stocks of northern hardwoods handled by the Webster-Whipple Lumber Company, who will have about eight million feet cut for it this winter. With this block of stock it will be in excellent shape to take care of its increased volume of business.

The Huddleston-Marsh Lumber Company of Chicago has not quite completed its new office quarters. It has recently received a fair sized shipment of the best Cuban mahogany to be sold on the market.

C. F. Holle of the Heath-Whitbeck Company, Chicago, recently returned from a pleasant trip to Cincinnati, St. Louis and other cities of the South. While away he closed several good contracts for this year.

D. J. Peterson, the well-known lumberman of Toledo, O., accompanied by his wife and his son and business associate, J. Harold Peterson, spent a few hours in Chicago on Sunday last. The party, with a number of other friends, were en route to San Diego, Cal., where the son is to be married in a few days to a belle of that southern California city.

E. C. Groesbeck, the well-known Michigan lumberman, who has been spending considerable time on the Pacific coast during the last few months, is a Chicago visitor and leaves in a few days for a pleasure trip in the South.

J. H. Dickinson, manager of the logging department of the Lidgerwood Manufacturing Company of New York City, called at the RECORD office on February 6. Mr. Dickinson was on his way home from an extended trip through the South. He was accompanied by W. G. Wilmot, who represents the Lidgerwood Manufacturing Company in the South with headquarters at New Orleans.

Ex-President Carrier of the Hardwood Manufacturers' Association and president of the Carrier Lumber & Manufacturing Company, Sardis, Miss., spent several days in Chicago last week.

W. A. Gilchrist of the Three States Lumber Company, Memphis, was a Chicago visitor last Friday and Saturday.

J. H. P. Smith of the Hardwood Lumber Company, Cincinnati, spent several days in Chicago last week. Mr. Smith announces that hereafter the Chicago business of his house will be handled by Carl V. Kimball, formerly secretary of the A. R. Vinnedge Lumber Company, Chicago. Both Messrs. Smith and Kimball are to be congratulated on the alliance.

Frank F. Fee of Little Rock, Ark., head of the Fee-Crayton Hardwood Lumber Company, was a Chicago visitor the latter part of the week. Mr. Fee reports a manifest shortage of all varieties of desirable hardwoods in his district of Arkansas, and prophecies a higher range of values.

A. P. Steele, sales manager of the Carrier Lumber & Manufacturing Company, Sardis, Miss., spent several days in Chicago last week.

G. Von Platen of Boyne City, Mich., who has just started up another sawmill at Iron Mountain, Mich., in the northern peninsula, dropped in the RECORD office February 1, en route to his new operations.

The RECORD acknowledges receipt from Major George P. Ahearn, director of forestry at Philippine Islands, of his new report covering the period involved during June 1, 1909, and June 1, 1910. There is nothing very new in this report save the fact that it is very evident that the major is having his troubles with general forest

[illegible] as the people in the States.

F. T. Dooley of the Dooley-Stern Lumber Company, Memphis, [illegible] in Chicago last week visiting his local customers.

Herbert L. Stern, who disposed of his interest in the Dooley-Stern Lumber Company, Memphis, on January 1 and retired from that organization, is taking a vacation at his home in Chicago before re-entering into business here. Mr. Stern is a thoroughly live wire lumberman and it will not be long before he will mix up in the trade in some shape.

Mr. Christianson of the Christianson Lumber Company, Rector building, Chicago, returned on February 4 from a couple weeks' pleasure trip through the South. He went in company with G. H. Bulgrin of Quixley & Bulgrin, Chicago, and stopped at all important Mississippi valley points. They came back through the eastern states and stopped off at Cincinnati for the convention.

The McLaughlin Lumber Company, located at 701 Fisher building, Chicago, increased its capital stock on January 20 to $25,000. There will be no change in the personnel or business of the company, the increase being merely to provide a greater working capacity and to strengthen the company's credit.

NEW YORK

C. B. Hudson, manager of the Shepard & Morse Lumber Company, 17 West Forty-second street, sailed from here on January 21 accompanied by Mrs. Hudson for a three weeks' trip to Havana, Cuba, and the Florida winter resorts.

On January 21, at the Church of the Incarnation of this city, Miss Gertrude Cassebeer, daughter of Mr. and Mrs. H. A. Cassebeer, Steinway, L. I., was united in marriage to Remsen Williams of the Astoria Veneer Mills & Dock Company, large mahogany manufacturer and storage operator of Astoria. After an extended honeymoon Mr. and Mrs. Williams will make their home at Steinway.

J. Douglas Moir, principal in the wholesale house of Christy-Moir Company, 149 Broadway, has just severed his active connection with the company to engage on his own account in the wholesale spruce and pine trade with his brother, E. H. Moir, at 40 Morningside avenue, Manhattan. Both of these gentlemen are already known in the trade and start out under the most favorable auspices.

Among the members of the local trade who are seeking brief respites from business cares in sunny climes are President Russell Johnson Perrine of the New York Lumber Trade Association, who, with Mrs. Perrine, is spending several weeks in the West Indies, Col. W. A. Crombie of W. M. Crombie & Co., 81 New street, Manhattan, and H. L. McDewell of Davenport, Peters & Co., Boston, who recently sailed from here for a tour of the West Indies.

Fire on January 23 totally destroyed the frame mill and lumber yard of the Union Mill & Lumber Company, Second avenue and Eighth street, Brooklyn, entailing a loss of about $30,000, fully insured.

Max Kosse of the K. & P. Lumber Company, domestic and export hardwoods, Cincinnati, O., sailed from here recently for a business trip abroad.

J. L. Cochran, wholesale hardwoods, city, has moved his offices to 1 Madison avenue, which will better facilitate his service to the trade. He will continue as formerly to make a specialty of high grade poplar, ash, oak and basswood.

L. M. Young, of the L. M. Young Lumber Company, Boston, was a visitor in town during the fortnight in the interest of business. In addition to its large eastern spruce and hemlock trade, the company has just closed a deal to represent a large West Virginia hemlock manufacturing company in the New England market.

J. S. Fletcher, previously connected with the Fosburgh Lumber Company's local office, has formed a connection with the Appalachee Lumber Company of Norfolk, Va., manufacturer and wholesaler of North Carolina pine, hardwood and cypress. This company has mills at Portsmouth, Va., Vaughan, N. C., and Marianna, Fla. Mr. Fletcher will have his headquarters in the Flatiron building, telephone 1775 Gramercy.

The DeWitt Lumber Company of New York has opened an office in the North American building, Philadelphia, Pa. This company was started about a year ago by George P. DeWitt, well-known in both markets, and hereafter Mr. DeWitt will divide his time between the two cities. The company handles high grade hardwoods and has excellent mill connections. The New York office is at 90 West street.

It is announced from an authoritative source that the Lumber Insurance Company of New York and the Adirondack Fire Insurance Company of New York, headquarters 84 William street, and the Toledo Fire & Marine Insurance Company of Sandusky, O., will shortly be consolidated. These companies are known in the lumber trade insurance field and their history under the management of the Lumber Insurers' General Agency has been such as to convince those interested that the field for the business has been by no means reached and that a single large company would be more effective than several smaller ones. This announcement will be received with interest by the lumber trade, to which this company has extended a large saving in insurance rates in recent years.

Ralph E. Sumner of H. H. Salmon & Co., wholesale hardwoods, 88 Wall street, has returned from a business trip to the West, on which he took in the Hardwood Manufacturers' annual at Cincinnati.

BUFFALO

W. L. Sykes, president of the Emporium Lumber Company, has been in the South for some time looking after his lumber interests in North Carolina and seeking recreation. George B. Montgomery is spending the winter in California; H. S. Janes is spending some time in Mississippi on business; W. W. Reilley is in Florida, and A. J. DeLaplante has returned from his southern trip. L. P. Graves is planning to spend some weeks in the South later in the winter.

James H. Walsh states that his company has recently made sales of about 500,000 feet of birch. President H. E. Swezey of the J. H. Walsh Company was in attendance at the retailers' convention at Syracuse.

W. K. Jackson recently spent some time in New Orleans and vicinity with a party of friends from Buffalo.

G. Elias & Brother state that the door and box business is rather quiet, but that the prospects for better business in the near future look good. The building line is counted on to keep the door mill busy soon.

The Bison City Table Company, which the Kreinheder brothers of the Standard Hardwood Lumber Company control, will shortly build a new factory, 152 x 250 feet in dimensions, having sold its present building.

F. W. Vetter, who lately returned from a business trip to New England, says that the lumber business is coming along by degrees and that the yard is making sales of maple, elm and oak.

F. M. Sullivan recently returned from New York, where he attended the automobile show.

The activity of the yard of A. Miller lately made January a banner month in the business and gives promise of making this year much better than last year, when there was considerable complaint of slow trade.

The Hardwood Exchange is still inactive, the reason for calling it together at all seeming to be nothing more than routine business. As the social feature has been dropped for the present, few meetings are held.

S. B. Taylor of Taylor & Mason, John W. Walsh of the Buffalo Hardwood Lumber Company and Hugh McLean of the Hugh McLean Hardwood Lumber Company attended the meeting of the Hardwood Manufacturers' Association of the United States recently held at Cincinnati.

PHILADELPHIA

Robert W. Schofield of Schofield Brothers reports very satisfactory business. Their mills are working steadily and turning out some excellent stock. The branch yard at Reading, Pa., carried on as the Schofield-Lance Company, sends out excellent reports. John H. Schofield is making a tour of Virginia, intent on some timber propositions, and Frank E. Schofield is at Honaker, Va., looking after the output there. He will also visit the mills at Geneston, W. Va.

Daniel B. Curll testifies to increased activity at mill centers and more adequate car service. He states that the January trading was all that could be expected and that the outlook for 1911 is very promising.

Frederick S. Underhill of Wistar, Underhill & Co. is disposed to be satisfied with present trading and optimistic as to the future. Mr. Underhill was one of the captains of the hustling team which raised in a fortnight over $1,000,000 for the building fund of the Young Men's Christian Association of Philadelphia, and was re-elected president of the Philadelphia Wholesale Lumber Dealers' Association at its last annual meeting. T. N. Nixon of Wistar, Underhill & Co. is making an extended tour of the southern lumber camps on his way to Nashville, Tenn.

Jerome H. Sheip is absent on a ten days' trip to New Smyrna, Fla., where he will combine business with pleasure. He will also go to Mobile, Ala., to look after conditions at the mill there. H. S. Best, sales manager, says the cigar box business is in good shape, with a strong demand. Harry E. Olson of the hardwood department is combing New York and vicinity for orders.

L. Power & Co., manufacturers of woodworking machinery, have recently bought out the Atlantic Works, Inc., Twenty-eighth street and Gray's Ferry road. There has been a complete reorganization and the plant is now under the direct management of L. Power & Co. The new concern will continue to manufacture band saw blades and heavy carshop machinery.

The Henry H. Sheip Manufacturing Company states that last year's trading was eminently satisfactory, and present indications are strong for another equally active year.

Asa W. Vandegrift of Sheip & Vandegrift says that orders are coming in now to the extent that if they were booked for immediate shipment it would take five months to fill them. Mr. Vandegrift states that the Philadelphia Veneer & Lumber Company, which Sheip & Vandegrift represent, is confining its business exclusively to fancy box lumber.

Creditors have filed a petition to have John Jenkins and Bayard M. Henvis, trading as Jenkins & Henvis, and Bayard M. Henvis individually of this city, adjudged involuntary bankrupts. The creditors and amounts claimed are C. C. Coolbaugh & Son Company, $119.14; F. W. Unkel, $503.18; Howard L. Neff, $100.

R. C. Brackson, the widely known merchant and lumber dealer and former member of the Delaware legislature, died on January 3, aged sixty-four years.

PITTSBURG

A new lumber concern to enter the local hardwood market is the De Voss & Adelman Lumber

Company, which has located in cozy quarters on the third floor of the House building. Mr. De Voss was formerly a member of the Curll & Lytle Lumber Company, having been connected with that firm for many years and later becoming a partner in the J. L. Lytle Lumber Company. He is a thoroughly experienced office man and has also had an all-around lumber experience. The firm has the best wishes of a host of lumbermen in the Pittsburg district.

J. N. Woollett reports a very fair business in cypress and cottonwood for the Aberdeen Lumber Company, of which he is president. He made a very successful trip to the West lately. "Prices are not advancing any at present," he said

Herbert R. Mosher, who has been for several years traffic manager of the Furnace Run Sawmill & Lumber Company, has resigned that position to become traffic and sales manager of the Crown Wall Plaster Company of Braddock, Pa. He will have his headquarters in Pittsburg.

The Avella Lumber & Supply Company is a new concern at Washington, Pa., organized by L. M. Irwin, S. S. Campbell, W. J. and J. R. Brown of that place to do a general lumber business.

Some of the Pittsburg wholesalers who attended the Hardwood Manufacturers' convention at Cincinnati last week were W. D. Johnston, president of the American Lumber & Manufacturing Company; J. L. Linehan of the Linehan Lumber Company; J. N. Woollett, president of the Aberdeen Lumber Company; Robert Allen of the Willson Brothers Lumber Company and Hardwood Manager Aust of the American Lumber & Manufacturing Company.

The Mead & Speer Company announces better sales in nearly all stocks, especially No. 1 common poplar, which is a little slow at present. Its plant at Strange Creek, W. Va., is doing well, considering the high water and deep snows.

The F. W. Crane Lumber Company is pounding away at its big operation in Kentucky and has recently been making excellent shipments of hardwoods. Its eastern trade is especially good and Mr. Crane believes that the situation is gradually improving.

The McDonald Lumber Company is finding a better business, although things are not at all brisk as yet. President R. A. McDonald is spending this week in northern Pennsylvania.

H. T. Lincoln of the firm of Bemis & Vosburgh has returned from a three weeks' vacation in Cuba and the Isle of Pines. He reports better sales and a fair amount of business at fair prices.

The H. V. Curll Lumber Company shipped about eighty cars of oak and poplar last month from its big plant at Glenray, W. Va. Its total cut for the month was over 1,000,000 feet. Mr. Curll is satisfied that poplar prices are going to advance.

BOSTON

William E. Litchfield, one of the best known dealers in hardwoods in Boston, has recently been elected a trustee for three years of the Massachusetts Charitable Mechanics' Association of Boston. Mr. Litchfield has been a member of this association for many years and deeply appreciates the honor that has been conferred upon him. The first president of this association was Paul Revere, who was the prime mover in organizing the association.

The Palmer-Hunter Lumber Company, Boston, is beginning to import birch in cargo lots from Cape Briton. The first cargo consigned to it was wrecked.

Mr. Stark of the American Column & Lumber Company, St. Albans, W. Va., has been a recent visitor in this market.

Edward Downes of the Downes Lumber Company, Boston, is out of the city and will not return until about the first of March.

The Lumber Trade Club of Boston held its annual meeting Thursday evening, February 9.

The Greendale Lumber & Supply Company of Worcester, Mass., has been incorporated with a capital stock of $25,000. M. L. Foster, the well-known lumber merchant of Worcester, is interested in the new company.

Charles Warren Richardson of the firm of Richardson, Dana & Co., lumber dealers, Portland, Me., died suddenly late in January at the age of sixty-eight years. He had been in the lumber business all of his life, his first connection being with the Berlin Mills Company. After a few years he began under his own name and in 1872 went to Portland, Me., where he organized the firm of Richardson, Cross & Co. In 1895 the name was changed to Richardson, Dana & Co.

The Waite Chair Company has been organized in Augusta, Me., with a capital stock of $150,000. One of the incorporators is Gilman Waite of Templeton, Me.

Byron B. Moulton, Inc., of Boston, has been incorporated with a capital of $5,000 to conduct a general woodworking business.

BALTIMORE

Joseph D. Virdin of the Canton Lumber Company of this city has been appointed receiver for William B. Gardiner and the Gardiner Lumber & Supply Company of Annapolis, Md. The receiver was appointed after the company had been adjudicated a bankrupt on a creditors' petition, filed by the Canton company, the Morgan Millwork Company and Walker & Myers, all Baltimore concerns. The Gardiner Lumber & Supply Company has been engaged in construction work at Annapolis and surrounding territory, and its difficulties grew out of building operations.

Robert McLean of the Norva Land & Lumber Company is among the exporters who take a rather conservative view of the foreign outlook. He recently stated, in discussing the situation, that political conditions in the United Kingdom did not favor any material expansion, and that in fact, as far as he could observe, none had occurred. There were more inquiries for some grades and kinds of lumber, but the market as a whole still lacked absorptive power to a considerable degree.

H. J. Munro, senior member of the well-known Liverpool firm of H. J. Munro & Co., hardwood importers, recently visited the local trade. He later proceeded to Memphis in time to see some of the delegates to the annual meeting of the National Hardwood Exporters' Association, and it was his intention after that to continue on to New Orleans.

Much satisfaction is expressed among hardwood exporters here regarding the decision taken at the annual meeting of the National Lumber Exporters' Association at Memphis to have a foreign representative stationed at some convenient point in Europe to look after the interests of the members abroad. It is thought that by such a means much can be accomplished toward putting the export business upon a satisfactory basis. The opinion among members of the National Lumber Exporters' Association here is that the representative selected should be an American thoroughly familiar with trade conditions in this country, and also acquainted with foreign customs and usages. It is considered highly important that he should possess firmness and tact in dealing with delicate situations, and that he should have the ability to gain the confidence of the foreign buyers as well as the shippers.

It is noted with much gratification among the members of the National Hardwood Lumber Association here that the quantity of lumber inspected last year by the inspectors of the organization exceeded that of 1909. It had been predicted that the quantity inspected in December would fall off materially on account of the closing of lake navigation and other causes, but the last month in the year showed a decided gain. The increase in the volume of lumber officially inspected is regarded as a great tribute to the excellence of the inspection, to the increasing confidence which the bureau commands among buyers and sellers, and the augmented efficiency of the corps of inspectors.

Richard P. Baer of Richard P. Baer & Co. of this city is on a trip South which will take him as far as the mill operated by his firm at Mobile, Ala.

CLEVELAND

Arch. C. Klumph, manager of the Cuyahoga Lumber Company, was elected president of the Cleveland Board of Lumber Dealers at its meeting held a few days ago. Mr. Klumph is one of the most active among the younger lumbermen of the city and a leader as well in work at the Builders' Exchange, where he is chairman of the Entertainment Committee. E. M. Carleton of the Mills-Carleton Company was elected vice-president and J. V. O'Brien of the Southern Lumber Company, secretary and treasurer of the organization. It is planned to broaden the scope of the organization considerably during the next year.

The Willson Avenue Lumber Company, having received damages in full from the city in connection with the grade crossing elimination work done near its property, is now preparing to extend its yards and to erect several new buildings, which have been needed for some time.

The Highland Lumber Company is now the name of the concern which for several years has been known as the Norris Lumber Company. A number of improvements have been made to the company's plant in the extreme West End and considerable new stock installed. Irving W. Jones is the new manager of the concern.

The Miller-Wells Lumber Company has removed its offices to 1252 Rockefeller building.

G. A. Prescott of Tawas, Mich., associated with his brothers in the Saginaw Bay Company, with headquarters here, was a visitor in Cleveland during the past week.

The Putnam Lumber Company, with offices in the Williamson building, reports a steady demand for hardwoods, but hopes for an increasing business as the spring building industry opens up.

The building record for Cleveland for January eclipsed all former years and the building fraternity look for a banner year in that line.

E. L. French, formerly with W. A. Cool & Son Lumber Company of Cleveland, but now sales manager for the Adler-May Company of Atlanta, was in Cleveland a few days ago. He reports business as being quite brisk in the South and looks for a big year in hardwoods.

COLUMBUS

The stave and heading plant operated by Jesse Cook at Ada, O., was totally destroyed by fire recently. The loss is about $5,000. The plant, which has been in operation for a year and a half, will be rebuilt.

W. L. Whitacre of the W. L. Whitacre Lumber Company left early in February for a two weeks' trip through the South.

At the annual meeting of the stockholders of the Central Manufacturing & Lumber Company of Marietta, the following officers were elected: A. W. Humphrey, president; C. C. Middleswarth, vice-president; G. E. Hayward, secretary and general manager, and W. J. Cram, treasurer. The report for the year showed up very well and a dividend was paid. It was

[illegible] It was decided to increase the capital stock of the company from $25,000 to $35,000.

The Lee Lumber Company of Westerville, Franklin county, Ohio, has been incorporated with a capital sock of $10,000 by T. E. Gantz, Ellen Gantz, Anna M. Peel, D. W. Lee and Mary E. Lee.

The annual meeting of the stockholders of the Price Lumber & Manufacturing Company of Fremont, O., resulted in the election of the following directors: Lester Wilson, J. M. Sherman, L. S. McGormley, Andrew Miller, A. H. Jackson, George Wehrung and J. G. Hunt. George Wehrung was elected president, A. H. Jackson vice-president, J. Youngman secretary, and J. M. Sherman treasurer.

W. M. Ritter, head of the W. M. Ritter Lumber Company, is spending a month on a hunting trip through Georgia and Florida.

A party of Columbus lumbermen attended the hardwood manufacturers' meeting at Cincinnati January 31 and February 1, among whom were M. A. Hayward of M. A. Hayward & Sons, J. W. Mayhew of the W. M. Ritter Lumber Company, John R. Gobey of John R. Gobey & Co., W. L. Whitacre of the W. L. Whitacre Lumber Company, and H. W. Putnam of the General Lumber Company.

H. W. Putnam of the General Lumber Company left early in February for a business trip through Mississippi and Louisiana.

Almost one hundred per cent more buildings were projected in the city of Columbus in January, 1911, than in January of the previous year. The records of the city building inspector show that during the month 98 permits were issued for structures to cost $123,189, which is an increase of 60 in number and $55,924 in value over January of 1910.

EVANSVILLE

An accident occurred at the plant of the Jackson Lumber Company of Jackson, Tenn., when a flywheel in the power plant bursted, tearing through the building, causing considerable damage, and seriously injuring a negro working in the sawmill. C. W. Talge of the Evansville Veneer Works of this city, who is also at the head of the Jackson Lumber Company, left for Jackson as soon as word of the accident reached him.

Geo. O. Worland, with Thompson, Thayer & McCowen and formerly secretary of the Evansville Lumbermen's Club, will go to Jackson, Tenn., to take charge of the sales department of the Jackson Lumber Company of that city. It is with regret that the local trade sees Mr. Worland leave this market and they wish him every success in his new undertaking.

Nathan Thayer of Thompson, Thayer & McCowen has just returned from Washington, where he purchased another tract of fruit land, he already having had some investments there.

W. R. Moke, with the Norman Lumber Company of Louisville, Ky., was in the city last week calling on the trade.

T. J. Christian, sales manager for Maley & Wertz, Indianapolis, Ind., was in town last week paying the home office a visit.

Bedna Young and F. M. Cutsinger of Young & Cutsinger and Claude Maley and Daniel Wertz of Maley & Wertz attended the stockholders' meeting of the Tessellated Flooring Company of Edinburg, Ind., on January 30.

MEMPHIS

Business conditions in this territory continue very satisfactory as evidenced by the fact that bank clearings for January were $38,000,000, thus breaking all previous records for that month in the history of this city. Last year the clearings for January were about $31,000,000.

Building operations during January fell considerably short of last year, but make very excellent comparison with other similar months. The total was in excess of $800,000, whereas last year the amount of building was in excess of $1,250,000. However, one single permit last year covered an unusually large proportion of the total. This was for the Exchange building and involved something over $800,000. The most important building for which a permit was taken out during January this year was the new structure which is to serve as the Central Police Station. The amount involved was $250,000.

The car situation in Memphis proper as well as throughout the Memphis territory is beginning to improve materially and it is expected that in a short time there will be plenty of cars to take care of all requirements. The movement of cotton has dropped to very small proportions as compared with October, November and December and this has released a great many cars. The latter are now available for lumber, logs and other freight, and the lumbermen express pleasure over the fact that they are able to get more satisfactory service.

A permit has just been taken out by S. M. Nickey of Nickey & Sons Company, for a residence to be located at Monroe avenue and McNeal street. It is to cost $11,200, exclusive of heating, wiring and plumbing. It will be of brick veneer, with concrete foundation and tile roof, will be two stories in height and will contain eight rooms. This will be quite an addition to the large number of handsome homes owned by lumbermen in this city.

The Memphis Shingle Company has filed an amendment to its charter whereby its capital stock is to be increased from $10,000 to $60,000, and its name is to be changed to the Memphis Shingle & Lumber Company. The incorporators are E. A. Neely, B. C. Alsup, C. D. Hendrickson, Bruce Neely and J. F. Hill. C. D. Hendrickson is president of the C. D. Hendrickson Lumber Company, while E. A. Neely was at one time very much interested in the company here which sought to manufacture lumber which was highly colored by means of injection of fluids into the logs before these were cut into lumber.

A. B. Lacy of the Kimball-Lacy Lumber Company, whose band mill at Arkansas City was destroyed by fire a short time ago, is authority for the statement that plans will be undertaken for the erection of a new plant as soon as the insurance on the burned mill has been paid. It is expected that an adjustment in this case will be made within the next few days. The company has taken the cut of a band mill in Louisiana and of a circular mill in Mississippi, while it is operating a small circular plant of its own at Arkansas City. The combined output of the three mills is about 1,250,000 feet of lumber per month and this is enough to enable the firm to keep up with its shipments.

C. B. Dudley of the Dudley Lumber Company is leaving Memphis tomorrow evening for an extended business trip. He will be absent for two weeks.

J. W. Thompson of the J. W. Thompson Lumber Company has been in Chicago during the past few days, but is expected to return to Memphis early the coming week.

John M. Pritchard of the John M. Pritchard Lumber Company has returned to Memphis after an absence of some days. Mr. Pritchard is chairman of the River & Rail Committee of the Lumbermen's Club and found on his return a large amount of work awaiting his committee in connection with the proposed fight against the advance in trans-continental freight rates from Mississippi valley points to Pacific coast terminals. He and his associates have plunged vigorously into this.

Memphis was exceedingly well represented at the annual of the Hardwood Manufacturers' Association at Cincinnati, January 31-February 1. Among those present were: Ralph and Frank May of May Brothers; John L. Sine, W. H. Greble and W. A. Gilchrist of the Three States Lumber Company; T. J. Christian of Maley, Wertz & Burgess; F. B. Robertson and W. B. Morgan of the Anderson-Tully Company; W. E. Nickey of Nickey & Sons Company; W. L. Crenshaw of the Bellgrade Lumber Company; W. R. Barksdale of the Dooley-Stern Lumber Company; O. M. Krebs of the Hugh McLean Lumber Company; Owen Moffett of Moffett, Bowman & Rush, and Charles E. Brower, secretary and treasurer of the National Classifications Committee. Mr. Greble and others who attended the meeting pronounced it one of the most enjoyable and successful in the history of the organization.

The Three States Lumber Company has just resumed operations on full time at its big band mill at Burdette, Ark. This is a double band plant and only one side has been operated during the past year. The other side has been shut down since the financial depression of 1907. Both sides are now going on full schedule and the company is producing a very fine line of hardwood lumber.

The timber supply, so far as the mills in this city and section are concerned, has been below normal during the past few months. As a rule it is possible to make splendid progress in logging work throughout the fall and early winter, but the large amount of rainfall made the woods so wet that it was impossible to go ahead successfully with this work. It is generally conceded that the amount of timber available now for the mills is considerably below the average.

Dispatches received here from Yellville, Ark., state that more than $50,000 worth of cedar posts have been shipped from Marion county since the White River branch of the Iron Mountain entered that point. J. W. Wolfe has earned the sobriquet of the "cedar post man." Shipments have been made to points in Nebraska, Illinois, Iowa, Kansas, Missouri and Oklahoma.

H. J. Dudley, president of the Grand Rapids Lumber Association, has conceded that Memphis is the largest hardwood market in the world. He writes in part: "We extend to you our hearty greetings in your laudable ambition to continue to represent the largest hardwood market in the world. We join with you in pride and accept the statement. May you continue to grow the larger oak and many more of them adjacent to the rippling and beautiful waters of the Mississippi, and may you maintain the position you have taken for many years to come."

BRISTOL

The Peter-McCain Lumber Company is shipping out a large amount of stock from its new band mill in Bristol, which has been in operation only a few weeks.

G. E. Goodell, who was for several years with J. A. Wilkinson but who about two years ago entered the wholesale business here on his own account, has accepted a position in an important capacity in the offices of Mr. Wilkinson.

Carlyle Patterson, a well-known lumber buyer of Boston, Mass., was buying hardwoods on the Bristol market last week.

Godsey Brothers, who started a circular mill near Bristol some months ago, now have in the yards of the new mill 700,000 feet of stock. The company will begin shipping next month.

Will McCain of W. G. McCain & Sons, Neva, Johnson county, Tenn., recently called on the local trade. His company has closed down its band mill at Neva. However, it has a large amount of stock in the Neva yards, which will require about a year to ship out.

W. S. Whiting of the Whiting Manufacturing Company, Asheville, N. C., was a recent visitor in Bristol. Mr. Whiting's company has just purchased another tract of timber in Carter county, Tennessee, near Bristol, to augment its holdings in that county. The mill near here is running full time, while a new double band mill has been started at Judson, N. C.

Mr. Codling of Codling-McEwen Lumber Company, Philadelphia, was among the hardwood men in the local market this week. Other visitors were: Mr. Fassett of Bush & Fassett and L. H. Snodgrass of Johnson City, Tenn.; D. D. Hartlove of Baltimore and C. H. Smith of Philadelphia.

LOUISVILLE

The Louisville Hardwood Club postponed its meeting scheduled for January 31 in order to allow its members to attend the convention of the Hardwood Manufacturers' Association of the United States at Cincinnati. There was a good sized delegation of local lumbermen on hand at the Queen City gathering, the Louisville contingent including Barry Norman of E. B. Norman & Co., Edward L. Davis and Claude M. Sears of the Edw. L. Davis Lumber Company, A. E. Norman of the Norman Lumber Company, D. E. Kline of the Louisville Veneer Mills, and Edward Shippen of the Louisville Point Lumber Company.

The meeting of the Hardwood Club immediately preceding the Hardwood Manufacturers' convention was marked by the presence of Lewis Doster, secretary of the association. Mr. Doster has many friends among the hardwood trade of Louisville and he was given a warm welcome at the dinner at the Seelbach preceding the regular session. During the latter part of the meeting Mr. Doster was called on to speak, and discussed with interest conditions prevailing in the trade and the plans of his association in regard to them. He went into considerable detail in outlining the position of the association regarding inspection, and asserted that the agreement reached in the New York market between the Hardwood Manufacturers' Association and the trade there will be productive of great and general good. Mr. Doster was asked a good many questions about the inspection rules of his association, and explained the workings of the system effectively.

Edward L. Davis of the lumber company of that name said that business is opening up pretty well. The sawmill of the company in this city is running steadily.

Clarence R. Mengel, president of C. C. Mengel & Brother Company, has returned from a trip to British Honduras and Mexico, where he inspected the logging operations of his company. He is not disturbed by the uprising in Mexico, the concessions of the Mengel company being some distance from the scene of the outbreaks. The company is considering the purchase of a boat to be used in its logging business.

The engagement of J. C. Wickliffe, secretary of the C. C. Mengel & Brother Company, to Miss Julia Kniskern of Chicago has been announced. The wedding will take place early in March.

R. F. Smith of the Ohio River Saw Mill Company said that shipments have been pretty good for this time of the year and that the outlook with his firm is promising.

T. M. Brown of W. P. Brown & Sons Lumber Company is optimistic over the outlook. Business is coming in with more snap, and the consuming trades appear to be more active. The sawmills of the company are manufacturing steadily, indicating confidence in the situation.

Stuart R. Cecil of the Norman Lumber Company represented the firm at a recent meeting of the Hardwood Club, at which not a member of the organization was without representation. Mr. Cecil is one of those mentioned for a position on the baseball nine which the club will probably organize in the spring.

The veneer trade is in good shape, according to reports from D. E. Kline of the Louisville Veneer Mills. Mr. Kline, who is a manufacturer of gum veneers, is interested in the advertising campaign being conducted by the manufacturers of gum lumber, and thinks it has considerable possibilities.

Van Norman, son of A. E. Norman, the local hardwood man, has been elected general counsel of the Consolidated Casualty Company, a big insurance corporation with headquarters in Louisville.

Among recent visitors to the local market were Sam E. Barr of New York and W. E. Chamberlin of John M. Woods & Co. of Boston. They stated that conditions in the eastern markets were favorable.

The W. H. Gillette Manufacturing Company, manufacturer of wagon and carriage stock, has filed articles of incorporation with a capital stock of $100,000. The concern has been operating for some time and is an important local consumer.

On account of a new building law adopted at the 1910 session of the state legislature, and intended to regulate the construction of tenement houses, the building inspector has been unable to grant permits for the construction of several large apartment houses, the plans of which violate certain provisions of the measure. This is one of the principal reasons for the poor showing in building made by the city during January, 139 permits with a prospective outlay of $138,817 being issued, as against $271,950, represented by 88 permits, during January, 1910. Those interested in the building trade are much disappointed, and are taking steps to have the law either amended or repealed.

W. E. Bibb, a well-known lumberman of North Pleasureville, Ky., died at his home recently after an illness of pneumonia.

The Kentucky River Hardwood Company is reported to be negotiating for additional timberland in Letcher county with the idea of erecting sawmills there in the near future. The company recently completed and put in operation a mill near Jackson, Ky.

C. R. Alexander has put a sawmill in operation at Wingo, Ky., and has made arrangements to handle a large volume of rough stock.

ST. LOUIS

Fred Heim, seventy-five years old, president and founder of the Fred Heim Lumber Company, died unexpectedly last week, following a stroke of paralysis. Mr. Heim came to St. Louis when a young man and had spent the greater part of his life here, being engaged in the lumber business for thirty years.

Missouri's contribution to the gavel which will be used at the convention of the Southern Commercial Congress, at Atlanta, Ga., March 8 to 10, is a piece of white oak. Sixteen pieces of wood will be used in the gavel, each a representative of the greatest forest wealth of one of the southern states.

Fire recently totally destroyed the Holekamp-Flint Lumber Company plant at Webster Groves, a St. Louis suburb. The loss is estimated at about $150,000.

Charles E. Thomas of the Thomas & Proetz Lumber Company is in the South on an inspection trip among the hardwood mills.

W. W. Dings, secretary of the Garetson-Greason Lumber Company, says his firm is having a fairly good trade for this time of the year. He is well pleased with the outlook.

According to Franz Waldstein of the Waldstein Lumber Company inquiries for oak are quite active. Other woods, too, are receiving considerable attention.

Geo. E. W. Luehrmann of the Chas. F. Luehrmann Hardwood Lumber Company says business since the first of the year has been most encouraging. Many inquiries are coming in. Red gum is receiving considerable attention. The company makes a specialty of this item.

F. H. Kelly, manager of the dry-kiln department of the Grand Rapids Veneer Works, Grand Rapids, Mich., was a recent St. Louis visitor. He was accompanied by R. C. Crandall, connected with the same company.

Thos. W. Fry, secretary of the Chas. F. Luehrmann Hardwood Lumber Company, and J. V. Porter, the superintendent of the same company, have just returned from a visit to a number of the big hardwood manufacturing plants in northern Mississippi and Arkansas. Among the plants visited by them were those of the Lamb-Fish Lumber Company of Charleston, Miss., the Carrier Lumber & Manufacturing Company of Sardis, Miss., and the Three States Lumber Company of Burdette, Ark. They also dropped in at Memphis and paid a visit to several hardwood people in that city.

Fire at the plant of the Henry Quellmalz Lumber & Manufacturing Company on Saturday, February 4, caused $10,000 damages. The fire started in the finishing room. It is said that the cause was spontaneous combustion.

The annual election of officers of the Lumber Dealers' Association was held on Thursday evening, February 2, at the office of the association in the Wright building and resulted as follows: President, E. R. Darlington of the E. R. Darlington Lumber Company; vice-president, Henry W. Ballman of the Laclede Lumber Company; treasurer, Louis Essig of the St. Louis Lumber Company; secretary, John B. Kessler, re-elected.

The annual banquet of the association will be held at the Missouri Athletic Club on Thursday evening, February 9.

A. H. Bush, secretary of the Lumbermen's Exchange of St. Louis, who has been in ill health for some time, has been granted an indefinite leave of absence and has gone to his sister's home in Memphis, Tenn., where he will remain until he is well enough to resume his duties. During his absence, Miss Hattie Kessler, the assistant secretary to John B. Kessler, secretary of the Lumber Dealers' Association and also secretary of the Lumbermen's Club, is looking after the business of the office.

The following is the amount of lumber inspected and measured by the Lumbermen's Exchange of St. Louis, as furnished by Secretary Bush:

	Feet.
Plain oak	153,427
Quartered oak	16,023
Gum	166,866
Cottonwood	26,247
Ash	43,630
Cypress	55,824
Hickory	10,568
Total	470,585

NEW ORLEANS

H. J. Smith, general manager of the Madero Company of Madero, Mexico, was a recent visitor to Texas and Louisiana sawmill points, where he inspected logging and milling operations under different conditions in order to get an idea of what might be adaptable to the needs of his company. He says logging is not as expensive as many would imagine and that while Madero is in the center of the revolutionary troubles, the insurgents have caused American concerns no trouble.

The Otis Manufacturing Company of New Orleans has completed the erection of a sawmill which cost $10,000, and which has a capacity of 85,000 feet of mahogany lumber daily.

The Hickory-Jones Company has opened a new sawmill near Zwolle, La. Nothing but hickory timber will be cut. This makes nearly a dozen sawmills cutting hickory in Louisiana that are owned and operated by Mr. Jones.

MILWAUKEE

Several lumber concerns have been incorporated in Wisconsin during the past two weeks, including: The Superior Box Company, Superior, with a capital stock of $50,000, the incorporators being A. H. Shoemaker, M. B. Hubbard and C. W. Hayes; The Jansen-Brogan Land & Log Company of Manawa, with a capital

[illegible] Sheboygan the [illegible] being John [illegible] D. Jansen and E. J. Shea.

A school for forest rangers to consist of a two-year course, the winter of which will be spent at the university and the summers in practical work about the state forest reserves [illegible] in the field is proposed to be established by the University of Wisconsin at Madison.

The large plant of the Hardwood Products Company at Norway is nearing completion and is expected to be ready for occupancy by April 1. There will be a main building, power house, warehouse and dry-kilns. Hardwood interior furnishings will be manufactured.

The sawmill of the Merryman Manufacturing Company at Marinette has been placed in operation and is sawing for the Republic Lumber Company.

The plant of the Michigan Hoop Company at Marinette is in steady operation once more. Additions and alterations have been made to the plant and new machinery has been installed.

At the annual meeting of the Merrill Woodenware Company the following officers were elected: President, J. A. Emerich; vice-president, A. B. Nelson; secretary, H. H. Hoffman; treasurer, E. H. Staats; manager, J. A. Emerich.

The thirtieth annual meeting of the Chippewa Lumber & Boom Company, the Northern Lumber Company and the several auxiliaries was held at Chippewa Falls recently and was attended by Frederick Weyerhauser and other well-known lumbermen of the Northwest. The following officers and directors of the Chippewa Lumber & Boom Company were elected: President, Frederick Weyerhauser; vice-president, O. H. Ingram; manager, William Irvine; directors, Frederick Weyerhauser, M. G. Norton, L. Lamb, O. H. Ingram and William Irvine. The officers and directors of the Northern Lumber Company are: President, Frederick Weyerhauser; vice-president, R. M. Weyerhauser; secretary, William Irvine; directors, Frederick Weyerhauser, R. M. Weyerhauser, F. C. Denkmann, A. B. McDonnell and William Irvine.

The large new sawmill of the Antigo Lumber Company, built to replace the plant destroyed by fire, and one of the largest in the state, is now in operation.

Paul and John Blum of West Bend have recently leased and are installing machinery in the Fuller & Hathaway building at Marshfield. They will operate a cheese box factory.

Miss Grace Dorothy Livingston of Wausau and Harry Howard Heineman, a member of the Heineman Lumber Company of Merrill, were married at Wausau on February 2.

Flattering offers are being made the Racine Manufacturing Company, Racine, manufacturers of automobile bodies, to remove from that city. The company will offer for sale $400,000 worth of new stock to the people of Racine and if this can be sold the company will remain in that city.

WAUSAU

The report of the Wisconsin Board of Forestry has been given to the legislature and shows that Wisconsin forest reserves have grown from 40,000 acres in 1903 to 340,000 acres at the present time. The timber losses by fires are given as $9,000,000 in 1908 and $5,000,000 in 1910.

The Antigo Lumber Company, Antigo, expects to soon have its new mill in operation day and night. It has a capacity of 125,000 feet per day, and the company expects to cut 15,000,000 feet during the year.

John H. Walechka recently purchased the defunct Wolfinger Box & Package Company of Eland Junction for $8,000. He expects to soon reopen the plant for business.

The Moore & Galloway Lumber Company of Fond du Lac is cutting the timber from about 8,000 acres of land adjacent to Galloway. The timber is largely hardwood and must be logged this winter.

The chair and furniture manufacturers of Sheboygan declare that 1911 will be a banner year for their business.

Andrew Emerson of Bessemer, a well-known lumberman, has made a voluntary assignment for the benefit of creditors. His indebtedness is said to be $100,000 and his liabilities $50,000. For many years he has operated sawmills, camps and lumber town stores.

The Wausau Fixture & Furniture Company of Wausau, at the annual meeting of its stockholders, decided to add new machinery to its plant, which will increase its output about fifty per cent.

The government's experimental pulp mill in Wausau, the only one of its kind in the world, has been put in operation. It is the purpose of the government to experiment with certain grades of hardwoods to ascertain their value as a substitute for the soft woods at present used in paper making.

SAGINAW VALLEY

Grayling, north of Bay City, is an important lumber manufacturing point. R. Hanson & Sons manufactured 3,354,547 feet of hardwood lumber last season, Salling-Hanson Company manufactured 7,661,069 feet of hardwood lumber, the Johannesburg Manufacturing Company, in which the Hansons are also interested, manufactured 6,120,000 feet of hardwood lumber.

About one-half of the output of the Alpena mills last season was hardwood stock. The individual cuts were: Richardson Lumber Company, 5,000,000 feet; Beck Brewing Company, 2,146,000 feet; Churchill Lumber Company, 3,000,000 feet; Frank W. Gilchrist, 5,090,567 feet; Island Mill Lumber Company, 5,500,000 feet.

The Kneeland-Bigelow Company at Bay City manufactured 8,816,645 feet of hardwood lumber last season, and the Kneeland, Buell & Bigelow Company put out 9,295,395 feet. The greater portion of the cut of these plants is maple. Last season the firm manufactured 8,000,000 feet of maple for the S. L. Eastman Flooring Company.

W. D. Young & Co. of Bay City manufactured 15,413,832 feet of hardwood lumber last week, probably the greatest output of any single concern in Michigan. A large portion of this stock goes into maple flooring.

H. M. Loud's Sons Company of Au Sable cut 4,051,860 feet of hardwood last season. The company reports an extraordinary demand for maple during the last thirty days, and is shipping out by rail much birch, beech and maple.

GRAND RAPIDS

The affairs of R. G. Peters and of the R. G. Peters Salt & Lumber Company, Eastlake, have been placed in the hands of the Michigan Trust Company as receiver. The proceedings were started by Mrs. Burton of Texas, a sister of Mr. Peters. The total liabilities are approximately two million dollars and the assets it is expected will exceed the liabilities by half a million dollars. The difficulty has been too much spreading and investment in manufacturing, mining, railroads, timber lands and various enterprises. Mr. Peters had large holdings in the Manistee & Luther Railroad Company, the Gillette Roller Bearing Company and the R. G. Peters Manufacturing Company of Grand Rapids, the American Wood Block Company of Delphos, O., iron mines and smelters in Georgia, and timber lands in British Columbia and Florida. One of the chief difficulties has been the depression in the iron market; also the fact that the state laws of Georgia bore down heavily on the development of the mining interests there.

New corporations of the state include the Grand Rapids Furniture Temple Company, with $75,000 capital, an organization of outside furniture manufacturers. An eight-story exhibition building will be erected on Lyon, Division and Ionia streets, north of the new postoffice.

The business placed with the furniture manufacturers during the January season has not been quite up to expectations. The orders, however, were for early delivery and the manufacturers feel sure that their factories will be kept busy throughout the year.

W. W. Mitchell of Cadillac is remembering the city of Hillsdale, Mich., his boyhood home, very handsomely. He recently installed chimes costing $4,000 at the court house, and now he offers to contribute $5,000 towards erection of a new city hall.

There is still some hardwood timber in southern Michigan. The Phillips Lumber Company of Pokagon, in Cass county, is operating two mills, with a three years' cut in sight, even though the cutting of timber there has been going on for the past seventy-five years.

Two of the best rifle shots of the state are Grand Rapids lumbermen, namely, Otis A. Felger of the Hackley-Phelps-Bonnell Company, and Lawton L. Skillman of the Skillman Lumber Company. Mr. Skillman has just been elected president of the Grand Rapids Rifle Club.

The Vilas County Lumber Company has removed its offices to Fosterville, Wis. W. S. Winegar of this city is the new manager in charge.

A. F. Anderson, the Cadillac lumberman, was in the city on business February 6.

Annual meetings of the Boyne City Lumber Company and the Elm Cooperage Company were held in Grand Rapids, resulting in re-election of the following officers: Boyne City Lumber Company—President, W. H. White; vice-president, Thos. White; secretary, W. L. Martin; treasurer, Henry Idema. Elm Cooperage Company—President and manager, J. T. Wylie of Saginaw; secretary, W. H. White, Boyne City; treasurer, [illegible] M. Barr, Manistee.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

With some exception the state of the hardwood trade is such as to give the manufacturers as well as the dealers much cause for satisfaction. Prices on hardwoods as a whole have slightly increased, which is due to the growing demand. The railroad business has been rather quiet, but its future looks promising. The building trade is moving along steadily, several large contracts having been let recently.

The keynote of the whole situation is the attitude shown by the railroads for buying, which, it is believed, depends somewhat upon the decision to be handed down soon by the Interstate Commerce Commission on freight rates. The supreme court decisions on the trusts, now pending, also helped to create a feeling of hesitancy throughout the market.

NEW YORK

The local hardwood market shows a very fair run of trade, considering the period of the

year and the general business situation. With low supplies in the hands of the yards as well as the manufacturing trade there is a constant inquiry for and buying of stock for actual wants in hand. The aggregate amount of such business is sufficient to keep the market steady and prices firm on good lumber. The low-grade market is a little easier by reason of more plentiful supplies, but in good-grade lumber the limited supplies occasion cautious dealing, and orders are bringing very firm prices. There has not been the usual tendency to stock up or anticipate wants, but this feature of the market is not without its advantage to the wholesaler and the manufacturing trade in that it enables holders of good hardwood lumber to sell "at the market," which is always a desirable feature of trade to the seller.

The demand is pretty general throughout the list, with oak, birch, maple and chestnut slightly more active than other woods. Poplar is holding its own, and the general outlook seems to point to an active and firm market between now and spring on good-grade lumber, with a future for low-grade stocks dependent primarily upon the volume of the consuming trade which develops with the opening of spring.

BUFFALO

The hardwood trade has been rather slow during the past fortnight. However, it is now showing some improvement and orders are coming in a little better. Prices on the whole have continued firm, with various woods continuing to show strength.

Quartered oak and white ash are slow, while plain oak, birch and maple are strong. The price of maple has gone up in the South within a short time. Michigan maple prices are always high for this market. The difference between plain and quartered oak is so wide that quartered oak is much harder to sell. There is some sale for elm but basswood, especially low-grade, is slow.

Buyers throughout the state are holding off on their purchases of lumber in the hope that by so doing they may be able to get new stocks at lower prices than those prevailing at present. However, the figures asked for lumber are now low enough and no decline is looked for.

PHILADELPHIA

While it may not be said that there has been any positive advance in hardwood trading during the fortnight, there are strong indications that an enlarged activity may be looked for as the spring advances. Reports coming in from the railroads, steel plants and other large industries are favorable. Stocks at mill ends are below normal and there is no inclination to increase the pile until there is a greater demand. Consumers will soon need to replenish vacant spots, and prices, both in standard and lower grades, hold firm. The feeling throughout the East is optimistic, but at prevailing prices the wholesalers find it difficult to make desirable connections for future delivery.

PITTSBURG

The local hardwood trade is in better condition than it has been for some time. The higher grades of hardwood are in good call, and stocks at the mills are below the average in many places. Medium grade hardwoods are selling better than for several months, although they are not bringing the prices that were anticipated. The yard trade is buying considerable lumber in mixed carload lots. Apparently, the only thing needed to put a stiff brace in this business is some good weather. The country mills are running full time, some of them overtime. However, deep snows and high water have hindered operations quite a little at some of the plants, but shipments on the whole are fairly prompt.

BOSTON

The demand for hardwood lumber has not shown the improvement during the past two or three weeks that was expected. There has been a fair yard trade, but the demand from manufacturing consumers is not as large as usual at this season of the year. There has been but little change in prices. There is a wider range in most cases than usual. Manufacturers in the West and South appear to hold prices with considerable firmness and at a level too high to attract buyers in this market.

There is an inquiry for plain oak, but there is a scarcity of desirable stock at prices buyers will pay. Quartered oak has not attracted a great deal of new business, due to the high price being asked. Consumers have been turning to something else in place of quartered oak. The lower priced hardwoods have been selling better and with the increased call a hardening tendency in values is developing. Birch is now in larger demand and it is coming into greater call for interior finish. Chestnut is also selling more freely than for some time, and maple is in better request.

The furniture manufacturers are using more veneer than for some time. The manufacturers of veneers are fairly busy. Black walnut is in moderate call. There is more inquiry for the better grades of cypress and dealers are holding with more firmness in some cases.

BALTIMORE

Although the local hardwood trade in the past two weeks has not been satisfactory, some recent developments have given rise to much gratification among the manufacturers and dealers. While no pronounced expansion in the movement has taken place, some gains have been made, and the general situation is decidedly promising. A fair demand for stocks prevails, the tendency among yardmen being to place more liberal orders than was the case during the latter part of 1910. The woodworking factories are as a rule in greater need of lumber than for some time. Mill men are enjoying some prosperity, receiving numerous inquiries, and being called on to take care of enlarged needs on the part of the exporters, who are receiving many requests for quotations. There is a brisk demand for desirable stocks at producing points, the resultant competition having forced values to higher levels.

The whole range of prices is firmer except common chestnut, which shows no recovery, and continues to rule about as low as at any time within the past six or eight months. Sound wormy chestnut is about the weakest item in the market. The high-grade stocks show far more strength proportionately, and satisfactory prices are as a rule being realized. Oak, ash and other woods are holding their own or advancing to higher levels. The exporters are an important factor in thus pushing up values. They find the foreign situation sufficiently improved to expect a decided gain in the movement, and preparations are being made accordingly. The present status of the rate question is not such as to cause the railroads to buy with decided freedom, but many of the other consumers appear to feel that the demand for their products will be active, and they are buying lumber accordingly.

CLEVELAND

The demand for hardwoods during the past month has not been as brisk as it might have been, but for the most part it has been steady, and dealers here are fairly well satisfied with results shown. The main demand has been for oak, both plain and quartered moving well. There is a tendency to strengthen prices on both lines. Mahogany is in fair demand for interior finishing and furniture purposes, and there is some call for Circassian walnut for fine cabinet purposes. Dealers believe that with the opening up of the spring season the call for hardwoods of all kinds will become better than it has been for some time.

COLUMBUS

The hardwood trade in central Ohio has been satisfactory for the past fortnight and orders have been coming in fairly good. There is a good line of orders for hardwood flooring and in fact the general line is moving satisfactorily. Prices have been strong in every variety and grade and lumbermen generally are very optimistic over the future. Factories engaged in making vehicles, implements and furniture are buying more freely, and dealers who have been short of stocks are also buying in larger volume. The whole tendency of the market is upward. Lower grades are moving good and there is no accumulation of stocks, as was the case earlier in the season.

Quartered oak is in good demand. Plain oak is wanted in many localities and the supply is not large. Chestnut is in excellent request and the volume of business is larger than for some time. Poplar is active and sales are frequent. There is little demand for the wider sizes owing to the inactivity of the automobile trade. Ash is still weak, but there is a good demand for basswood at the usual prices.

EVANSVILLE

The local hardwood manufacturers and dealers are greatly encouraged by the trend of the market the past two weeks. Inquiries have been received in good volume and orders are fairly numerous. Plain oak is in excellent demand and quite scarce. Quartered oak is in good demand, especially in thin and flooring strips. The demand for thick poplar is greatly improved. In fact, poplar in all grades and thicknesses is coming into its own. However, not much improvement has yet been shown in automobile stock. Prices are firm on all woods with a slight improvement on plain oak and the better grades of poplar.

MEMPHIS

The demand for hardwood lumber here is moderately active, but there is still a lack of snap to the market. A fair progress in sales is being made, but the volume of business is hardly as large as expected. Prices are holding their own, but there has been no appreciable advance in any direction. There is no disposition on the part of either wholesalers or distributors to shade prices in order to move lumber, because such action is unnecessary. At the same time those who are holding for higher prices are meeting with but a limited demand, owing to the fact that buyers are able to buy to better advantage from those who are offering lumber around the present level.

Plain oak is in good demand in both the higher and lower grades and the same is true of red gum. So far as quartered oak is concerned prices are steady, but the volume of business is not particularly heavy. Ash is in but moderate request, the best call being for 2-inch and thicker. There is a good movement in cypress in all grades with the exception of No. 1 and No. 2 common. Sap gum is moving a little more readily, but prices are not showing

[illegible] improvement in the lower grades of cottonwood and gum continue to move with [illegible] conditions obtaining in the box trade. The export demand is rather above the recent average and some good orders are being placed in [illegible] Oak and red gum are the principal items wanted on the other side.

LOUISVILLE

Business during the first month of the new year was hardly as large as optimists among the trade had expected, but it grew so impressively during the latter part of the month as to convince everyone that the temporary lassitude of the market had become a thing of the past. The general situation seems to favor the continuance of active conditions.

Quartered and white oak is selling well, and low-grade plain oak has been in good demand, especially on the part of the flooring mills. Poplar is selling well, while cottonwood and gum continue to find a ready outlet. Ash is also in fair demand. Mahogany is in good request, and large imports are being planned by the manufacturers.

ST. LOUIS

The feeling among the local hardwood trade is one of confidence in spite of the fact that there has been little or no change in the situation during the past few weeks. There is a seasonable volume of business being done and it is fully expected that the spring call for lumber will begin within the next two or three weeks. The call at the present time is for the better grades of plain oak and red gum. There is also an increasing demand for thick ash, poplar, maple, cottonwood, and gum box boards. The furniture factories are doing more buying now than they did a short time ago, as also are the box factories. Reports from the South are to the effect that production is going on fairly well. There is little dry stock held by the manufacturers.

KANSAS CITY

The wagon factories have come into the market for hardwood supplies on a larger scale than for some weeks, and stock for tongues, reaches, felloes, etc., is quite active, with prices firm. The manufacturers and wholesalers are getting full list prices for this stock, and buyers realize the futility of trying to get concessions, as the supply, while not actually short, is limited. There is quite a little call from the railroads for car and track oak, but prices are irregular on this material, as the mills have a larger supply of it than of the better grades. Box factories are buying normal quantities of stock, with prices unchanged but firm. There is some activity in furniture material, but these factories have not started their buying yet. Prices are firm, and the prospects are that they will not be strengthened by any considerable increase in demand.

A number of large office buildings which will require large quantities of hardwood for interior finish have just been started, and others are being planned, so that prospects for a good city trade in hardwood are very good. There is quite a good demand for hardwood flooring for the smaller residences, and prices on this material are firm.

NEW ORLEANS

There is a fairly active condition in the general hardwood trade. The limited supply of some items has served to keep up prices, and as it has also tended to keep down stocks on hand, the prospect is for a steady demand with at least a maintenance of present prices.

Local exporters are complaining about the difficulty of obtaining stocks, hickory logs especially being in demand. The log movement during the last month has about reached its maximum, and the shortage of supplies in Europe has largely disappeared. The large demand existing earlier in the season has brought out a large production here, some of it not up to the usual standard of export stock, and some falling off in prices has resulted, which is regarded as the first break in the market. A decreased movement is looked for from now on. However, the record in this line for the season will be a fairly satisfactory one.

Conditions in staves are encouraging. The increase in demand, while not large, shows a healthy condition of trade, which fully meets all reasonable expectations, in view of the discouraging crop reports in certain sections of Europe, and the stronger competition from Austrian and Russian producers. However, there are a good many inquiries in the export business, but as prices are low, business along this line is considered only fair.

MILWAUKEE

Indications are that the period of dullness in the local hardwood market is now passed. Orders have been showing a steady increase of late, while the inquiries that are being made lead lumbermen to feel that the coming spring business will be fairly satisfactory. The sash and door plants and interior finishing concerns are beginning to place orders for stock in preparation for the spring trade. Stocks on hand at all the factories seem to be unusually light and this is taken as a hopeful sign. The furniture factories as usual are buying well, the box factory trade is rather quiet, and the demand for flooring stock is more active. Prices are holding about steady, although predictions are being made that advances may be looked for soon.

SAGINAW VALLEY

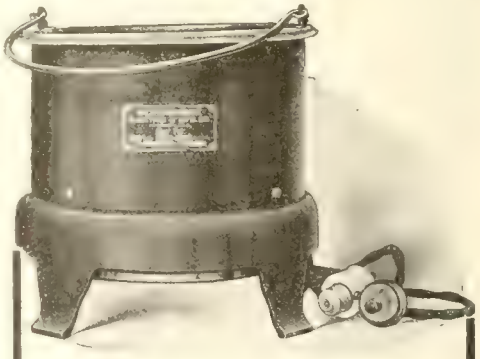
The hardwood market in this section of the state rarely if ever has been in better condition. There is no excess of stocks in the hands of manufacturers or dealers. Maple and birch are scarce and prices are hardening. Considerable snow has fallen in the logging districts of the lower peninsula, which will restrict to some extent the output of logs, some camps having already been obliged to suspend operations for a time. However, local sawmills, with few exceptions, are in operation, some of them running both day and night shifts. Flooring mills are busy and prices are steady.

LIVERPOOL

Trade here does not seem to have much of a turn for the better as was generally expected. Perhaps, however, it is too early to obtain any definite news of the year's prospects, although inquiries are coming in more freely. These have not as yet been accompanied by orders, but the happier result is bound to come in the long run. Some people are giving way to despondency, while others look upon the year just opened as likely to prove a real bumper. Prices all around are inclined to stiffen. As far as mahogany is concerned, prices were particularly firm at the last auctions. Particularly was this so for the cheaper grades, which brought very high prices. Hickory logs are scarce and shippers are asking big advances for any parcels now on the way. The market is absolutely bare and one or two parcels which have come into the market are bringing record prices. These have all gone quickly into consumption. Round ash logs are also very scarce in all grades, particularly where any size is required. Long logs are in great demand and are bringing splendid figures. Second growth logs are also coming in favor again. Shipment of ash logs of all kinds are recommended to this port as a profitable investment. Birch logs are very scarce, as also is all kinds of birch lumber. Maple is weaker than previously. Poplar is much stronger, while white gum stocks are also bringing better values.

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Wanted and For Sale -SECTION-

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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—MAN TO TAKE CHARGE

of Vehicle Body factory as superintendent. Send names of former employers. Good position to right man. Address "BOX 10," care HARDWOOD RECORD.

SOUTHERN MILL REQUIRES

Services of first class live manufacturer of Oak Flooring and other small stock. Good references as to ability and character required. Address "BOX 20," care HARDWOOD RECORD.

MACHINERY FOR SALE

Chicago Wood Working Machinery Company
162 North Clinton St., - Chicago

Box Machinery	Lathes
Moulders	Jointers
Sanders	Tenoners

All kinds of new and rebuilt wood-working machinery

SEND FOR STOCK LIST

FOR SALE—MACHINERY AND LUMBER

Latest improved pattern Meeks-Kaiser Self-feed Rip Saw just out. They're up-to-date.
2 cars 4/4 No. 1 & No. 2 common Ash.
1 car 7x9 Red Oak Switch Ties.
1 car 12½" to 5" Walnut Squares.
J. ARTHUR MEEKS, Muncie, Ind.

AUTOMATIC RAILWAY CUT-OFF SAW

In good condition.
THE HARVARD PIANO CO., Dayton, Ky.

FOR SALE

One 30 ft. Boening Veneer taping or splicing machine.

One Veneer jointing machine, 7 ft. table. These machines are as good as new, having been used but little. Address "BOX G," care HARDWOOD RECORD.

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

ENGINES AND GENERATORS.

2—30x48 Cooper Corliss Engines.
1—22x32 Buckeye Engine.
1—24x48 Corliss Engine.
Also other sizes and large stock of generators, both direct connected and belted. Locomotives and cars.
THE DORNER RAILWAY EQUIPMENT CO.,
193 Michigan Ave., Chicago.

TIMBER LANDS FOR SALE

12,000 ACRES VIRGIN TIMBER

Northeast Arkansas. Oak and hickory. Price $10 and up. On Frisco and Cotton Belt railroads. F. H. WATSON, Jonesboro, Ark.

GREAT BARGAINS.

Pine or Hardwood Timberlands.
THOS. D. WARREN, New Bern, N. C.

2096 ACRES

Oak, Chestnut, Maple, Birch and Basswood. $10 acre. OWNER, BOX 857, Asheville, N. C.

212,000 ACRES VIRGIN HARDWOOD

Timber lands. Arkansas and Louisiana. $6 to $20 per acre, in fee.
ROBERT SESSIONS, Winthrop, Ark.

FOR SALE

At $20 per acre, fee simple, three thousand acres Hardwood Timber, estimated by prominent estimator of Memphis at twenty-five million feet. Half Cypress, half Oak, etc. Title perfect. Good land, reasonable terms. Address
ALF. BENNETT, St. Louis, Mo.

TENNESSEE RED CEDAR

Flooring, Ceiling, Dimension Stock.
U. S. RED CEDAR WORKS, Nashville, Tenn.

2,200 ACRES HARDWOOD

60 miles south of Memphis. Railroad building through it. Will sell all Oak or all timber. Timber fine.
W. L. ARCHIBALD, Oxford, Miss.

FOR SALE—300,000 ACRES OF LAND

In Campeche, Mexico. Great quantities of mahogany, logwood, India rubber and Zapote (gum trees). Transportation facilities excellent. If interested, a more detailed description will be given. $2.75 an acre, American money. Good terms. W. H. GRAHAM, Cuero, Texas.

LUMBER FOR SALE

AUTOMOBILE AND WAGON STOCK

1 carload automobile spoke billets, hounds and felloe stock cut to order.
PRATT-WORTHINGTON CO., Crofton, Ky.

FOR SALE

Dry original growth yellow cottonwood, wide panels.
1 car 1x30 to 40-inch.
1 car 1x28 to 36-inch.
3 cars 1x26 and wider.
3 cars 1x22 to 25-inch.
Bone dry, band sawn, free from twisted or warped pieces.
ABERDEEN LUMBER CO., Pittsburg, Pa.

WANTED—GUM

Users to list their requirements in these columns. The RECORD reaches all the big gum producers in the country and they can supply at attractive prices anything and everything in the way of gum products.

FOR SALE

15,000 feet 4/4 1sts and 2nds Quartered White Oak.
10,000 feet 4/4 clear face strips, Quartered White Oak.
10,000 feet 5/4 clear face strips, Quartered White Oak.
40,000 feet 4/4 No. 1 common, Quartered White Oak.
60,000 feet 4/4, 5/4, 6/4, 8/4 No. 1 common and better Cypress.
S. BURKHOLDER & SON,
Crawfordsville, Ind.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.
AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

WEST VIRGINIA HARDWOOD

Seventy million feet. On railroad. Low rates. Address "BOX 21," care HARDWOOD RECORD.

FOR SALE

Carload 3" No. 1 Com. and Better Soft Elm. 75,000 feet Poplar. Will cut to order.
JOHN T. GRAFTON,
177 Commonwealth Ave., Detroit, Mich.

POPLAR, OAK AND SHORTLEAF PINE

D. B. MURPHY & CO., London, Ky.

LUMBER WANTED

WANTED

Car Oak Switch and Cross Ties.
J. GUTHRIDGE, Huntingburg, Ind.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.
HERBERT C. TURNER & CO.,
1 Madison Ave., New York.

WANTED—HARDWOOD LOGS.

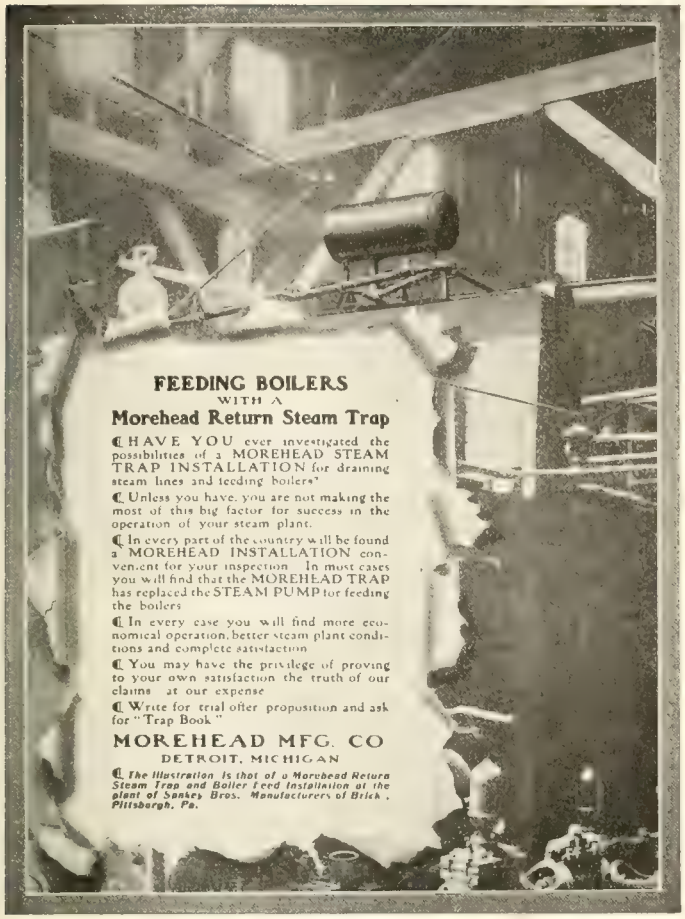
200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

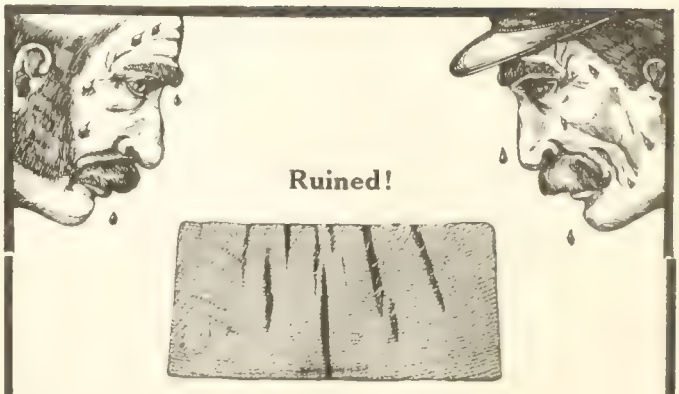
WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.
CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

WANTED

you to try Lorac—a positive preventive against checking and splitting of logs and lumber. Guarantee, without a string; no satisfaction, no pay; your verdict to be final. If you test Lorac now you will know its merits by the time the sap comes up. GEORGE HENKE CO.,
62 Beekman St., New York.





THE GRAND RAPIDS VENEER WORKS
DRY KILN WILL

DRY LUMBER

Like you want it—**When** you want it

It is a crime to spoil good lumber. Our Kiln has made a record by producing more dry lumber from a room of given size than any other Kiln made, and warping or checking is almost impossible.

Let us tell you how you can save the cost of a new Kiln every year by proper drying.

GRAND RAPIDS VENEER WORKS

GRAND RAPIDS, ∴ ∴ ∴ MICHIGAN

WANTED—BLACK WALNUT LOGS

500 cars good Black Walnut Logs, 10" and up in diameter. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WE WISH TO PLACE OUR ORDER

For the following:

1 car each 2x2-28", 2x2-30", 2x2-34", 2x2-48", 2½x2½-34", 3x3-34", Clear Maple Squares.

1 car each 1½x2-46" and 2½x2½-30" Clear Oak Squares.

If you can furnish all or any portion, kindly quote us your best cash price f. o. b. cars your mill, stating when you could make shipment. AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

HARD MAPLE WANTED

Large manufacturing concern requires 1sts and 2nds Hard Maple in car lots of each 5/4 to 16/4. Prefer one year on sticks. State quantity, price and length of time on sticks. Address Purchasing Agent, S. P. O. BOX 911, Pittsburg, Pa.

WANTED—ASH, PERSIMMON, DOGWOOD

Will buy standing timber or logs on railroad and river bank. Inspection at landing point and cash f. o. b. cars. Write for prices and specifications, stating how much you can furnish and at what point. ANCHOR BOAT OAR CO., Station E, Memphis, Tenn.

BUSINESS OPPORTUNITIES

FOR SALE—ELEGANT PROPOSITION

in the South, consisting of sawmill and full equipment, and contracts to large amount of Oak, Gum, Cottonwood and other woods. Address "BOX 1[illegible]" care HARDWOOD RECORD.

MAHOGANY COMMISSION

Buying at Liverpool auction sales undertaken on reasonable terms by experienced buyer. Highest reference. A. T. JAMES,
307 Lancaster Ave., Syracuse, N. Y.

FOR SALE.

The property of the White Oak Handle Co., comprising ten acres and a finely equipped plant for the manufacture of plow handles, within the city limits of Evansville, on the Ohio River; railroad siding on the property. Is equipped with 80 H. P. Atlas boiler, 60 H. P. engine, double-cut saw mill, hoisting engine and derricks. This property will be sold for just what the ground is worth. Address

"BOX 245," care HARDWOOD RECORD.

CHEMICAL PLANT AND CHARCOAL KILN WANTED.

We will make unusually attractive terms as to the supply of raw material and plant location as an inducement for the erection and operation of a chemical plant and charcoal kiln in western Michigan.

We own there six thousand acres of heavy hardwood timber, mostly maple, which is now being lumbered and will be able to supply annually, 10,000-20,000 cords of chemical and charcoal wood. The total available supply from cuttings is estimated at about 100,000 cords.

Transportation facilities unusually excellent. Address "Owners," care HARDWOOD RECORD.

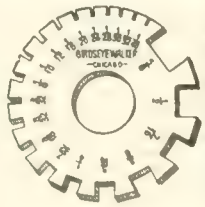
DIMENSION STOCK WANTED

WANTED—WALNUT SQUARES

We pay cash for Good Walnut Squares 1½"x 1½" to 4x4" thick, 12" and over long. Immediate or future delivery. For list of sizes and other particulars address

P. O. BOX 1569, New York, N. Y.

ALL IN ALL A MOST INTERESTING HELPER



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅜ inch INCLUSIVE. Wake up to this opportunity. Price only $1.75 delivered by U.S. Mail. Order now, today.

BIRDSEYE WALKER

Phone Hyde Park 33, Dept. C

COUNTERFEIT CHECKS

are frequent except where our

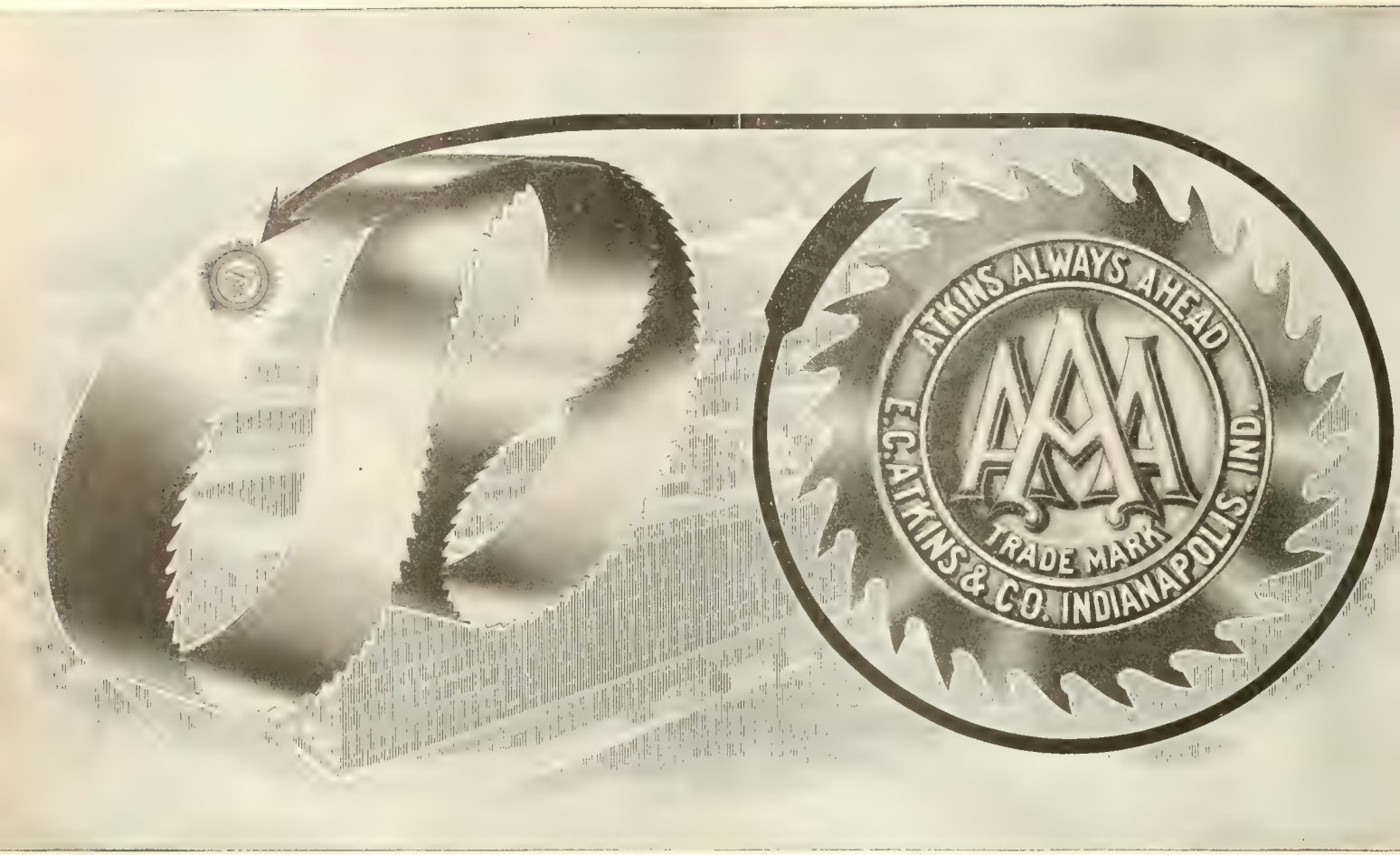
Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.

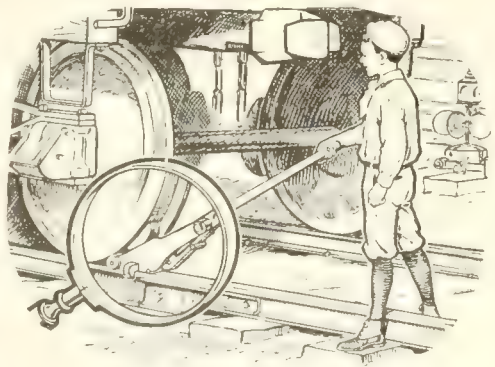




ATKINS SILVER STEEL SAWS

Cheapest in the "LONG RUN"

Made of ATKINS Celebrated SILVER STEEL. Unquestionably the most expensive and "Finest" material ever used in Saw Blades. Constructed on the most improved, scientific principles by the highest class workmen.



Atkins "AAA" Car Mover
50% more effective than any other. Order one on thirty days' trial.

You Can't Afford

not to use SILVER STEEL SAWS. They **cost** more than some others, but they are **worth** more.

Atkins Always Ahead

Bands, Circulars, Cross-cuts, Gang Edger, Re-Saws, Machine Knives and Saw Mill Specialties.

A Valuable Suggestion

Order from your regular source of supply. If they won't supply you promptly, write to the nearest address below:

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

Home Office and Factory, Indianapolis, Ind.

BRANCHES:— Atlanta Chicago Memphis Minneapolis New Orleans New York City Portland San Francisco Seattle

Canadian Factory:—Hamilton, Ont.

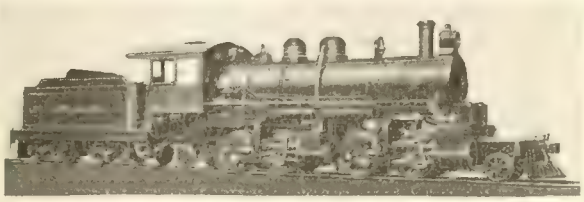


BALDWIN LOCOMOTIVE WORKS

Principal Offices and Works:
500 North Broad St., PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



MALLET ARTICULATED LOCOMOTIVE

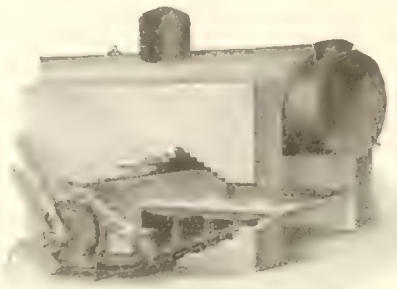
The above type is particularly adapted to LOGGING service. A large proportion of the weight can be utilized for tractive powe and curves of short radius can be readily traversed.

BRANCH OFFICES

NEW YORK, N. Y., Hudson Terminal. CHICAGO, Ill., Railway Exchange.
ST. LOUIS, Mo., Security Building. PORTLAND, Ore., Couch Building

Cable Address:—"Baldwin, Philadelphia."

DO YOU LACK STEAM?
WE CAN HELP YOU!



The Gordon Hollow Blast Grate will increase the efficiency of your boilers 25 to 50%. It will burn your sawdust, even if green, wet, or mixed with ice and snow. It will also burn bark, chips, blocks, slabs, edgings, etc. It will keep every man and every machine busy from the time you start up until quitting time. It will increase your cut. It will save labor in firing. It will make you independent of the weather. It will last as long as any machine in your plant. It will

PAY A DIVIDEND OF 100% A MONTH
AS LONG AS YOU OPERATE YOUR MILL

Over 6,000 sets in use. Demonstrated in scores of instances to be by far the most efficient and durable blast grate made.

Such is our faith in it that we ship it to any responsible party

SUBJECT TO A TRIAL OF THIRTY DAYS

counting from date of installation. In case the outfit is not satisfactory, WE will pay the freight BOTH WAYS.

In writing for prices state how many boilers you have and whether you have plain furnaces or Dutch ovens, and give width and length of grate surface.

The Gordon Hollow Blast Grate Co., - Greenville, Michigan

NOTICE
For the Pacific Coast trade the Gordon Hollow Blast Grate is made and sold by the Puget Sound Machinery Depot, Seattle, Wash.

Himmelberger-Harrison Lumber Company

Specialists RED GUM

Mills at
Morehouse, Mo.

Sales Offices
Cape Girardeau, Mo.

THE

Oldham

SPECIAL TEMPER

SAWS

FOR

HARDWOOD MILLS

The Oldham Saws

Are noted for their ductility under the swage and the tenacity with which they hold their cutting corners. BANDS: For flexibility and perfect braze. CIRCULARS: For "Stand Up" quality. GANGS: For length of service. SLASHERS & EDGERS: For resistance to the strain incident to their work and immunity from cracking. INSERTED TEETH: For perfection of fit. Combinations ensuring SUCCESSFUL LUMBER PRODUCTION.

JOSHUA OLDHAM & SONS

NEW YORK SAW WORKS

112-132 Twenty-sixth Street, Brooklyn Borough, New York City

New Orleans Branch
633 Baronne Street
NEW ORLEANS, LA.

Pacific Coast Headquarters
Cor. Fourth and Union Streets
SEATTLE, WASHINGTON

New England Branch
141 Milk Street
BOSTON, MASS.



SIMONDS INSERTED TOOTH SAWS

MADE OF SIMONDS STEEL

Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

SIMONDS MFG. COMPANY

FITCHBURG, MASS. CHICAGO, ILL, MONTREAL, QUE.

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**



STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

C. T. PATTERSON CO., LTD., NEW ORLEANS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

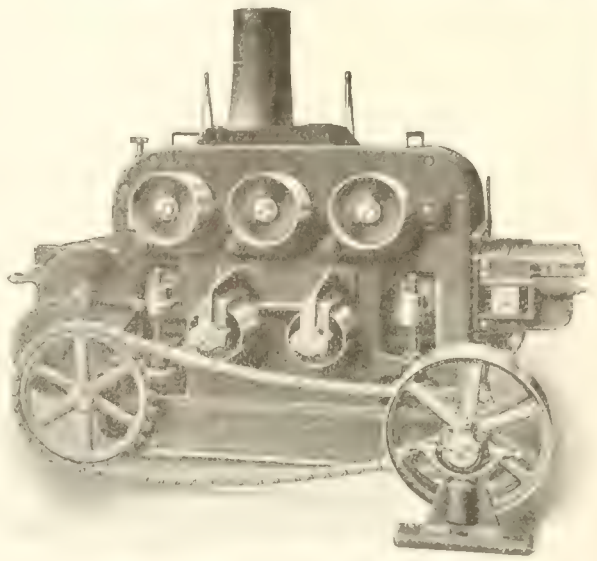
THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

230 Randolph Street, CHICAGO

ESTABLISHED 1882

THE BEST THREE DRUM SANDER



No. 400-C TRIPLE DRUM SANDER

A SANDER that produces a volume of output from 200 to 600% more than any other sander now built.

What a recent purchaser in Muskegon states:

"The Smith Sander will do the work of three sanders and the operator will have time to take a nap between times."

The **Traveling Bed** feature allows the operator to feed stock as small as 3 inch square and $\frac{1}{16}$ inch thick, side by side, even if the pieces are of slightly different thicknesses; and the machine will do some classes of work not possible on any other sander.

The **Drums** being **over** the work assist in lifting the dust into a hood overhead so that none of it passes through the machine or working parts.

WRITE FOR DESCRIPTIVE MATTER AND PRICES. ALSO CONCERNING OTHER WOOD WORKING MACHINES.

H. B. SMITH MACHINE COMPANY

SMITHVILLE, N. J., U. S. A.

BRANCHES:
NEW YORK CHICAGO ATLANTA MEMPHIS

Hardwood Logging

(All Important Features Patented)



Portable Spar Cableway Skidder, Skidding and Loading Hardwood Logs.

HARDWOOD logging ground conditions can be broadly classified into three groups. First: flat or rolling country such as is found in Michigan, Wisconsin, New York and the Appalachian foot-hills. Second: the rough hills and mountains of New England and of the South, and, third, the flat lands such as the southern river bottoms where water and mud and underbrush form the prime difficulties.

BUT unfortunately for the logger, conditions often vary greatly on large timber tracts. In the steam logging of hardwood it has been frequently found that one type of machine was not suitable for all of the ground or to the character of the timber to be cut from it. Thus, in using a ground skidder in the Carolina mountains certain rough bottom would be encountered such as only a cableway skidder would work in, or again in Michigan, certain areas would occur where the trees were large and scattering, say 3,000 feet to the acre, where the cableway skidder generally used would not operate as cheaply as a ground skidder.

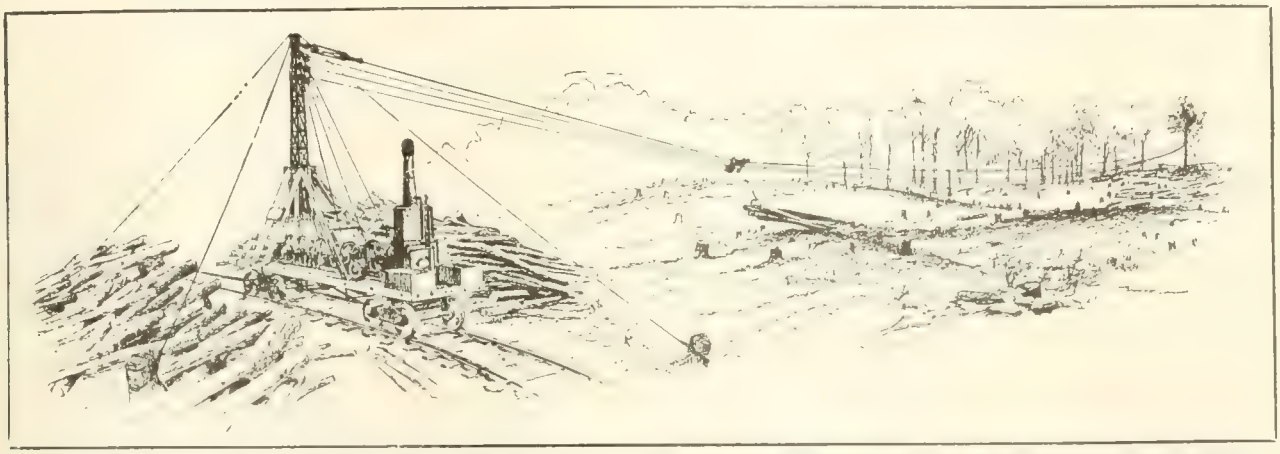
TO MEET all the conditions the hardwood operator is liable to encounter, either through variations of ground or timber, the Lidgerwood Manufacturing Company have produced portable and semi-portable spar skidders and loaders which can be used interchangeably for all three systems of skidding, the CABLEWAY, GROUND SKIDDING and the RE-HAUL system, and are therefore able to most economically log all varieties of ground or timber encountered; to log swamps, flats or mountains, to handle small or large trees; thick or scattering timber.



Semi-Portable Spar Skidder.

One Machine Does It

Three Ways of Rigging for Portable or Semi-Portable Machines



Rigged as Cableway Skidder for rough ground, bad swamps, small timber or very thick timber. Operates independently of ground conditions. Handles several small logs as readily as one large one. Logs at high speed. Saves ropes. Delivers clean logs.



Rigged for Re-haul System—for long haul—large timber—used where railroad building is difficult and costly.



Rigged as Ground Skidder—for large timber—smooth bottom—short haul.

LIDGERWOOD MFG. COMPANY, 96 Liberty St., New York

Originators and Builders of Steam Logging Machinery

LOGGING MACHINERY BRANCH OFFICES:
Seattle, Wash. . . . Chicago, Ill.

NEW ORLEANS AGENCY: Woodward, Wight & Co., Ltd.
CANADA: Allis-Chalmers-Bullock, Ltd., Montreal—Vancouver.

Uninterrupted operation and **high decking** are necessary to high averages in skidding. (The fewer the interruptions, the faster the work.)

The CLYDE self-propelling 4 line SKIDDER

is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

Guy lines are tightened with steam-driven friction drums and every feature is designed for utilizing the maximum time in skidding and the minimum time in moving and setting.

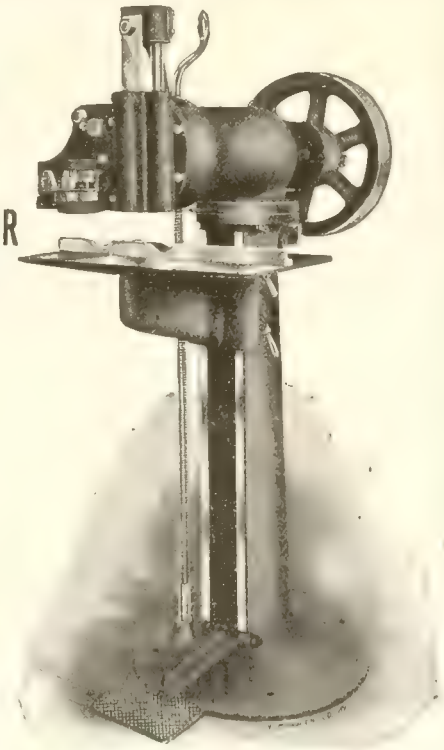
Manufactured by the **Clyde Iron Works, Duluth, Minn.** New York Chicago New Orleans Savannah



Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

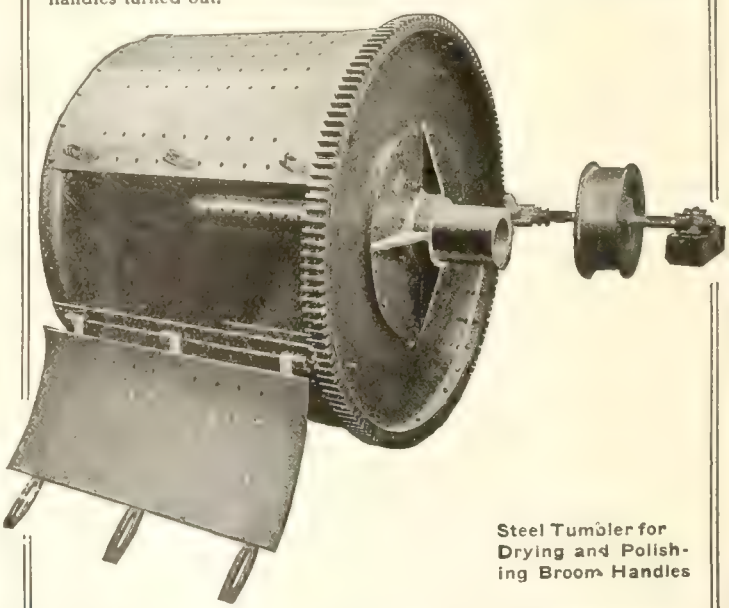
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Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

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FAMOUS FOR RED BIRCH AND BASSWOOD

WE'RE OFF

Well's Diamond Hard Maple Flooring

MADE FROM

MICHIGAN MAPLE, PERFECT GRADE AND MILLWORK

Send us your inquiries

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Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

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Manufacturers

IXL ROCK MAPLE AND BIRCH FLOORING

WE WISH TO MOVE NOW

The following rough lumber:

3 cars 1-in Birdseye Maple
250 M ft. 1-in. No. 2 and Better Beech
100 M ft. 1-in. No. 3 Com. Beech

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GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

"Chief Brand" Maple and Beech Flooring

in $\frac{3}{8}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

89% of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

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FOREIGN FANCY WOODS, MAHOGANY, CEDAR, CIRCASSIAN

WE CONFINE OUR EFFORTS STRICTLY TO

CUSTOM MILL WORK, STORAGE, INSPECTION

¶ We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber.

¶ The mahogany and foreign fancy-wood trade has practically centered at Astoria, Long Island City, N. Y. (just across the river from New York City). This is the logical turn of affairs, as the docks and property in New York City proper are far too valuable for the purpose, so the trade has turned to Astoria to get accommodation and economies which it is impossible to secure elsewhere.

ASTORIA VENEER MILLS & DOCK CO.

LONG ISLAND CITY, NEW YORK

LEADING

VENEER
MANUFACTURERS

OF THE U. S.

Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

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Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

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MUNISING MICHIGAN

B. C. JARRELL & CO.

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Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly
KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

ROTARY-CUT
BIRCH
ROTARY-CUT
PLAIN OAK

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And Hardwood Flooring

Southern Stock a Specialty

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Is now used by more than a thousand lumber producers and buyers.

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A dozen-piece-tally and other forms of tickets in plate. Circular and price list on application.

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Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

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SAWYER GOODMAN CO.

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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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Marshfield, Wis.

Will quote close prices on the following stock:

400,000 ft. 1 in. No. 1 Common and Better Birch
100,000 ft. 1¼ in. No. 1 Common and Better Birch
100,000 ft. 1½ in. No. 1 Common and Better Birch
100,000 ft. 2 in. No. 1 Common and Better Birch
300,000 ft. 1 in. No. 1 Common and Better Basswood
400,000 ft. 1 in. No. 2 and No. 3 Common Basswood
175,000 ft. 1 in. No. 1 Common and Better Soft Elm
200,000 ft. 1 in. No. 2 and No. 3 Common Soft Elm
150,000 ft. 1 in. No. 2 Common and Better Hard Maple
150,000 ft. 1 in. No. 2 Common and Better Ash
225,000 ft. 1 in. No. 2 Common and Better Wis. Red Oak

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

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Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

BUYERS OF
ALL KINDS OF
HARDWOOD LUMBER

MAXSON LUMBER CO.

MILWAUKEE, : : WISCONSIN

WE HAVE THE FOLLOWING STOCK TO OFFER:

225,000 Ft. 1 in. No. 2 Com. and Better Unselected Birch
3 cars 1 in. No. 3 Com. Soft Elm
1 car 2 in. No. 2 Com. and Better Soft Elm
3 cars 3 in. No. 1 " " "
2 cars 1½ in. No. 1 " " "
15 cars 1 in. No. 3 Com. Birch
3 cars 1¼ in. No. 1 Com Basswood
3 cars 4 and 6 in. 1st and 2nd Clear Bass Siding

Write Us for Interesting Delivered Prices

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Manufacturers and Wholesalers

OUR SPECIALTY

Finely Figured Quartered Oak

Evansville, Indiana



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

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PROMINENT SOUTHERN MANUFACTURERS

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WEST VIRGINIA HARDWOODS

WE ESPECIALLY WANT TO MOVE
2 Cars 4-4 1s and 2s Oak
3 Cars 4-4 No. 1 Common and Better Oak
1 Car 4-4 No. 1 Common and Better Maple
5 Cars 4-4 Sound Wormy Chestnut

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All Kinds of Hardwood Lumber

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GILCHRIST-FORDNEY COMPANY

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Domestic and Export Trade

150,000 FEET DAILY

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SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

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WE WANT TO MOVE 60,000 FEET 13/16 X 2 1/4 FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

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Our 30 years' experience and modern saw mill and dry kiln, enable us to sell pretty low. An inquiry for quotations will prove this statement

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Write for prices on the following:
4-4 Qrtd. White Oak, C. & B.
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All thicknesses White Ash.

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Mills at Morehouse, Mo.

Sales Offices Cape Girardeau, Mo.

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A GUARANTEE OF PERFECTION

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Exporter of Black Walnut Logs

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On Hand for Immediate Shipment

100,000 ft. 4-4 No. 1 Com. Sap Gum
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Manufacturer and Wholesaler

Wants to move quick the following:

200,000 feet 4-4 No. 1 Common and Better Ash
50,000 feet 4-4 No. 1 Common Red Oak
133,000 feet 4-4 Sound Wormy Chestnut
50,000 feet 6-4 Sound Wormy Chestnut
66,000 feet 8-4 Sound Wormy Chestnut
300,000 feet 4-4 No. 3 Common Oak

MILLS: Seebert, W. Va. Clover Lick, W. Va. Durbin, W. Va.

General Office: JOHNSTOWN, PA. New York Office: 18 Broadway.

MILLS: Moore's Siding, W.Va. Pee Dee, S. C. Renick, W. Va.

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HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

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SIX DRUM SANDERS

A Southern Sash and Door Factory increased its output of doors over 100% with a six drum sander. Their triple drum machine was sanding 50 doors per hour. The Berlin six drum polished 135 per hour.

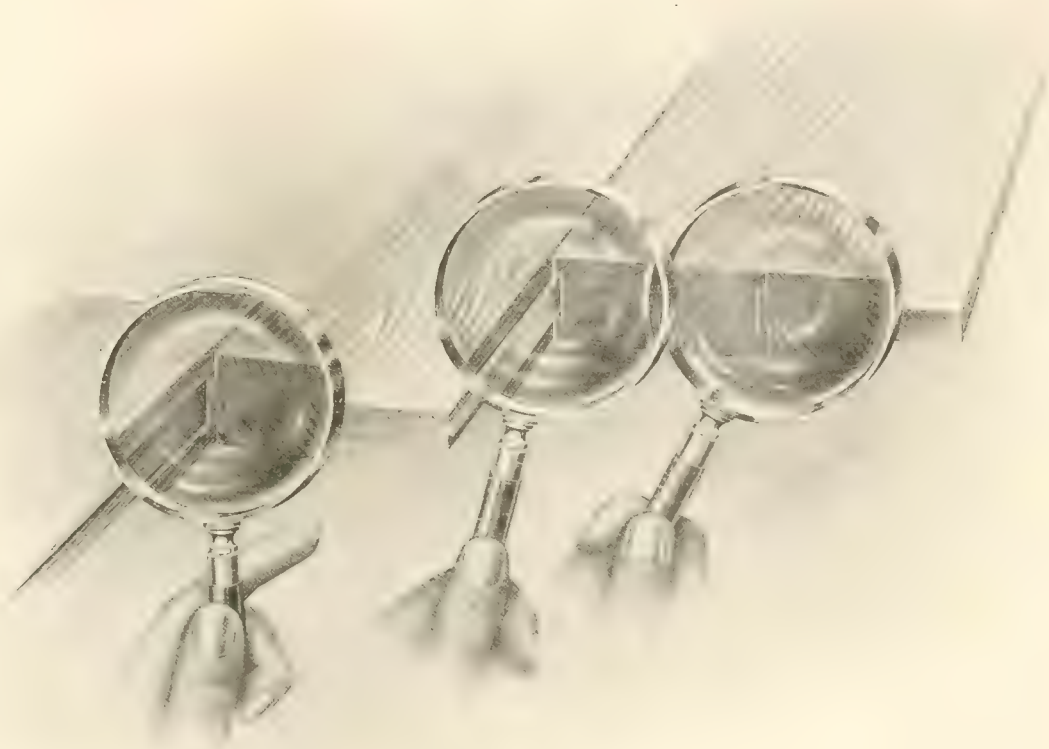
A Western concern is sanding 1200 doors per day on our six drum sander. This is more than their TWO three drum machines sanded and the double sander uses one-half the floor space, and one-half the labor of the two single sanders.

An Eastern Door factory discarded FOUR three drum sanders and installed two six-drums to increase its output. A thorough test in this factory proved that they saved 50% in labor cost and got better results by this change.

The Berlin Machine Works

Manufacturing Plants
Beloit, Wis.
Hamilton, Can.

Dovetail Taper Wedge
Jointed Lumber Uniting.



Which Would You Prefer,

A method that required several operations to joint and join your lumber together; or, one that would do the same work at one automatic operation—quality being equal?

Edison has said that "eventually no human hand will touch a piece of work that machinery can do." The several continuous jointers on the market with their many new improved mechanisms have not brought you any nearer to an ideal method of joining lumber than they were several years ago.

The new **Linderman Automatic Dovetail Glue Jointer** making the **Tapering Wedge Dovetail Glue Joint** brings to you a method of joining lumber together automatically on one machine, by simply taking your lumber and jointing, gluing, uniting and sizing the panel to width at one automatic operation. By using the Tapering Wedge Dovetail Joint, which is here illustrated, you are assured of a perfect glue joint that will hold up with the finest finish. This new method is giving a number of leading furniture manufacturers a product that is equal to any they have ever made. Yet you will see that by being able to feed the lumber into both ends of the machine at the rate of from 40 to 60 lineal feet per minute, how you would be able to cut your joining cost about two-thirds.

If you will merely request it, we will give you the facts and figures.

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5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

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MAIN OFFICE, COLUMBUS, OHIO. W. M. RITTER LUMBER COMPANY

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OLD FASHIONED SOFT

YELLOW POPLAR

ASHLAND, KENTUCKY

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
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POPLAR LUMBER

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Sixteenth Year, Semi-Monthly. CHICAGO, FEBRUARY 25, 1911 Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

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MANUFACTURER OF

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Would like to talk to you about their large stock of

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WHITE OAK

Tennessee Red Cedar, Thin Poplar and Poplar Siding

ASK US WHAT WE CAN DO FOR YOU

KEYS-FANNIN LUMBER COMPANY

HERNDON, W. VA.

HAS A LARGE STOCK OF CHOICE

WEST VIRGINIA HARDWOODS

PLAIN and QUARTERED WHITE and RED OAK

BASSWOOD CHESTNUT HEMLOCK

Rough or Dressed Write for Prices

¶ This issue contains the Constitution and By-laws and Official Report of the organization of the Lumber Sales Managers' Association, formed at Chicago, Illinois, on Thursday, February 23, 1911.

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UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS PHILA. PA.

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Ash
This stock is well manufactured, dry, running strong to 1st and 2ds, good widths and lengths and tough Nashville Yard.

If you want
Gulf Cypress
Let us quote you.
4-4 to 16-4 in stock—dry and well-manufactured.

A large stock of
Soft Cork White Pine

Better order RIGHT NOW what you need in
Hemlock and Spruce

We have a large stock of dry
Poplar
running from 5/8 to 4" thick, soft yellow, well manufactured, good widths and good lengths.

4-4 No. 1 Common and Better
White Oak
plain, dry, good widths and lengths. Tennessee stock.

4-4, 5-4, 6-4, 8-4 and 12-4
Hard and Soft Maple

Ready for immediate shipment: Large stock of dry
Mahogany
Orders filled for straight or mixed cars.

One car 10" and up
Quartered White Oak
average about 12½"—dry. Excellent figure and good widths—Nashville Yard.

50,000 ft. No. 2 Common and Better
Black Walnut
Dry, well manufactured, good widths and lengths

Can take care of orders for dry
Quartered Red and White Oak
in straight or mixed cars. Large stock now on hand.

For early shipment
Red Oak
4-4, 5-4, 6-4 and 8-4 Dry No. 1 Common and Better.

For immediate shipment from Nashville Yard
Hardwoods
Large stock, dry, mixed and straight cars.

We have an exceptionally large stock of
Chestnut
All thicknesses—dry.

Are you in the market for
California Sugar and White Pine
In stock 4-4 to 12-4

6x20 and 7x24 No. 1 Heart Rived
Cypress Shingles

"We Have It If It's Hardwood"

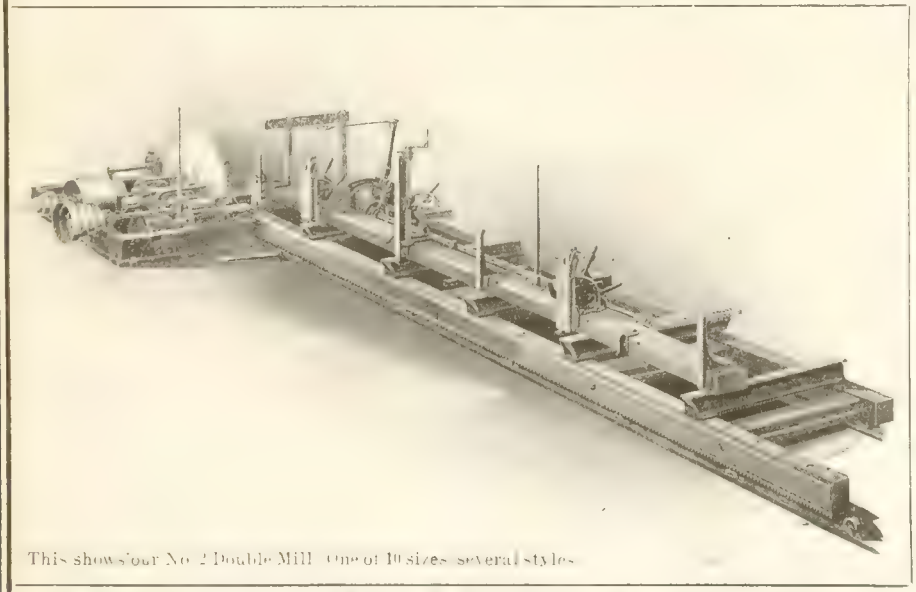
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Offices: Crozer Bldg., 1420 Chestnut St Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

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IS THE PORTABLE MILL

THE BEST PORTABLE MILLS MONEY CAN BUY ARE



This shows our No. 2 Double Mill. One of 10 sizes, several styles.

LANE MILLS

THE LARGEST MILL MADE WON'T DO BETTER WORK THAN OUR SMALLEST ONES

We also make a large line of

Planers, Matchers, Edgers, Trimmers, Rolls, Lath, Shingle and Clapboard Machinery, Steam Feeds, Air Buffers, Offsets, Log Hauls, Canters, Turbines, Traveling Cranes, Transmission Machinery, Etc.

THE LANE GUARANTEE IS BACK OF IT ALL

Send for Catalogue

LANE MANUFACTURING CO., MONTPELIER, VT.

Good live, responsible Machinery Dealers wanted to represent us in sections not already covered.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., January 28, 1911

DRY STOCK LIST

6/4 White Ash, mill run	17 M
6/4 White Ash, No. 4 common	3 M
4/4 Basswood, No. 3 common	35 M
4/4 Birch, No. 3 common	12 M
1x7 and up Gray Elm, No. 3 common	38 M
12/4 Gray Elm, 1s and 2s	32 M
8/4 Rock Elm, No. 3 common	25 M
8/4 Rock Elm, No. 4 common	1 M
5/4 Hard Maple Step	12 M
6/4 Hard Maple, common and better	3 M
4/4 Hard Maple, No. 3 common	94 M

OUR OWN MANUFACTURE

Mitchell Brothers Co.

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., January 28, 1911

4/4 Ash, No. 3 common	17 M
4/4 Basswood, No. 2 common	136 M
1x6 Basswood, No. 2 common	43 M
1x4 Basswood, No. 3 common	14 M
1x6 Basswood, No. 3 common	7 M
4/4 Basswood, No. 3 common	73 M
8/4 Gray Elm, 1s and 2s	16 M
12/4 Gray Elm, 1s and 2s	17 M
1x10 and up Hard Maple, 1s and 2s	17 M
4/4 Maple and Beech, No. 3 common	116 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

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FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE

Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

250,000 feet 5/4 No. 3 common beech and maple.
250,000 " 6/4 No. 3 common beech.
30,000 " 8/4 No. 1 common and better birch.
150,000 " 5/4 No. 2 common and better basswood.
10,000 " 12/4 No. 1 common and better elm.
500,000 " 8/4 No. 1 hemlock.
500,000 " 8/4 No. 2 hemlock.



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

CRANDALL & BROWN
3300 South Center Ave.
Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
610 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1355 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
Office and Yard:
Throop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
Office, Yards and Planing Mills: 22nd, Sangamon and Morgan Sts.
Mills at Falcon, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Sto age Yards — 1436 Cherry Ave.

G. C. PRATT LUMBER AND TIE COMPANY
Hardwoods, Yellow Pine, Car Material and Ties
1308 Fort Dearborn Bldg.

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
STOCK READY TO LOAD AT MOUNDS, ILL.

48,000 ft. 4/4 Fas pl. Red Oak.
52,000 ft. 4/4 Fas pl. White Oak.
200,000 ft. 4/4 No. 1 com. pl. Red and White Oak.
38,000 ft. 8/4 No. 1 com. & Fas pl. Oak.
30,000 ft. 4/4 No. 2 com. pl. Red and White Oak.
22,000 ft. 4/4 No. 1 com. & Fas Qtd. Red Oak.
37,000 ft. 4/4 No. 1 com. & Fas Qtd. White Oak.
60,000 ft. 5/4 No. 1 com. & Fas pl. Red Oak.
11,000 ft. 5/4 No. 1 com. & Fas pl. White Oak.
12,000 ft. 5/4 No. 2 com. pl. Oak.
10,000 ft. 10/4 Fas White Oak.
36,000 ft. 12/4 No. 1 com. & Fas Red Oak.
20,000 ft. 12/4 No. 1 com. & Fas White Oak.
8,000 ft. 16/4 No 1 com. & Fas White Oak.

All Dry For Rush Orders
OUR SHIPMENTS ALWAYS ON TIME

24,000 ft. 4/4 No. 1 com. & Fas White Ash.
28,000 ft. 5/4 No. 1 com. & Fas White Ash.
42,000 ft. 6/4 No. 1 com. & Fas White Ash.
70,000 ft. 1x11" and up Cottonwood Boxboards.
35,000 ft. 1x13" and up Fas Cottonwood.
75,000 ft. 1x6" and up Fas Cottonwood.
75,000 ft. 1x4" and up No. 1 com. Cottonwood.
100,000 ft. 5/4 and up Fas Cottonwood.
35,000 ft. 8/4 and 12/4 No. 1 com. and bet. Elm.
200,000 ft. 4/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 5/4 No. 1 com. and Fas Sap Gum.
30,000 ft. 6/4 No. 1 com. and Fas Sap Gum.
20,000 ft. 8/4 No. 1 com. and Fas Sap Gum.
50,000 ft. 4/4 No. 1 com. and Fas Red Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

FACTORY LUMBERA SPECIALTY

WHITE BROS. LUMBER CO.

Successors to G. L. Lindsley Lumber Co.

Manufacturers and Wholesalers

Hardwood and Pine Lumber

1261 MONADNOCK BLOCK, CHICAGO

Stock List — For Immediate Shipment

Telephone Harrison 7393

AT ARKANSAS MILLS

50,000 4/4 1st & 2nds Qtd. White Oak.
40,000 4/4 No. 1 Com. White Oak.
20,000 4/4 No. 2 Com. White Oak.
60,000 4/4 1st & 2nds Qtd. Red Oak.
50,000 4/4 No. 1 Qtd. Red Oak.
20,000 4/4 No. 2 Qtd. Red Oak.
200,000 4/4 1sts & 2nds Pl. Red & White Oak.
150,000 4/4 No. 1 Com. Pl. Red & White Oak.
50,000 4/4 No. 2 Com. Pl. Red & White Oak.

ST. FRANCIS VALLEY GUM

60,000 4/4 1st & 2nds Red Gum, 12'.
125,000 4/4 1st & 2nds Red Gum, 10 to 16'.
30,000 4/4 No. 1 Com. Red Gum, 12'.
30,000 4/4 No. 1 Com. Red Gum, 10 to 16'.
100,000 4/4 1st & 2nds Sap Gum, 12'.
150,000 4/4 1st & 2nds Sap Gum, 10 to 16'.
90,000 4/4 No. 1 Sap Gum, 10 to 16'.
45,000 4/4 No. 2 Sap Gum, 10 to 16'.
100,000 4/4 Box Boards, 13 to 17".
50,000 4/4 Panel, 18 to 36".

SELLING AGENTS FOR CRAIG MOUNTAIN CORK PINE

The Keith Lumber Company.

IMPORTERS, MANUFACTURERS & DEALERS

HARDWOOD LUMBER, MAHOGANY & FOREIGN WOODS

FOURTEENTH & WOOD STREETS.

W. S. KEITH, PREST & TREAS — F. E. BARTELME, VICE PREST — J. M. RIEL, SEC'Y

CHICAGO

MARSHALL LUMBER CO.

NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING — TELEPHONE HARRISON 3996 — CHICAGO, ILLINOIS

STOCK LIST

CYPRESS.

4/4" 1s and 2s.....150,000 ft.
5/4" 1s and 2s.....120,000 ft.
6/4" 1s and 2s.....100,000 ft.
8/4" 1s and 2s..... 75,000 ft.
4/4" Select .....180,000 ft.
5/4" Select .....100,000 ft.
6/4" Select ..... 90,000 ft.
8/4" Select ..... 65,000 ft.
4/4" No. 1 Shop.....200,000 ft.
5/4" No. 1 Shop.....150,000 ft.
6/4" No. 1 Shop.....100,000 ft.
8/4" No. 1 Shop..... 75,000 ft.

GUM.

4/4" 1s and 2s Sap Gum..200,000 ft.
4/4" No. 1 Com. Sap Gum.150,000 ft.
4/4" No. 2 Com. Sap Gum. 60,000 ft.
5/8" 1s and 2s Sap Gum..100,000 ft.
5/8" No. 1 Com. Sap Gum.200,000 ft.

PLAIN RED OR WHITE OAK.

3/4" 1s and 2s..... 75,000 ft.
3/4" No. 1 Common.....100,000 ft.
5/8" 1s and 2s..... 60,000 ft.
4/4" 1s and 2s..... 75,000 ft.
4/4" No. 1 Common.....100,000 ft.
4/4" No. 2 Common..... 75,000 ft.
5/4" 1s and 2s..... 25,000 ft.
5/4" No. 1 Common..... 20,000 ft.
6/4" 1s and 2s..... 30,000 ft.
6/4" No. 1 Common..... 25,000 ft.
8/4" 1s and 2s..... 25,000 ft.
8/4" No. 1 Common..... 30,000 ft.
12/4" 1s and 2s..... 11,000 ft.

QUARTERED RED OAK.

4/4" 1s and 2s..... 60,000 ft.
4/4" No. 1 Common..... 75,000 ft.

DRY YELLOW POPLAR.

4/4" 1s and 2s.....225,000 ft.
5/4" 1s and 2s..... 60,000 ft.
6/4" 1s and 2s..... 12,000 ft.
8/4" 1s and 2s..... 30,000 ft.
4/4" Sap & Sel. Wagon Box Boards .....100,000 ft.
4/4" No. 1 Common.....400,000 ft.
5/4" No. 1 Common..... 30,000 ft.
6/4" No. 1 Common..... 70,000 ft.
8/4" No. 1 Common..... 12,000 ft.
4/4" No. 2 Common.....400,000 ft.
5/4" No. 2 Common..... 75,000 ft.
6/4" No. 2 Common..... 50,000 ft.
8/4" No. 2 Common..... 50,000 ft.
4/4" No. 3 & No. 4 Com...500,000 ft.
4/4" Log Run Basswood, 70% 8', 10' & 12'..250,000 ft.
4/4" Log Run Ash, 1/3 each grade, 41M 8' to 12' and 29M 14' and 16'..... 70,000 ft.

ASH.

4/4" 1s and 2s..... 30,000 ft.
4/4" No. 1 Common..... 50,000 ft.
5/4" 1s and 2s..... 10,000 ft.
5/4" No. 1 Common..... 75,000 ft.
6/4" 1s and 2s..... 15,000 ft.
6/4" No. 1 Common..... 15,000 ft.

COTTONWOOD.

4/4" 1s and 2s.....100,000 ft.
4/4" No. 1 Common..... 75,000 ft.
4/4" No. 2 Common.....100,000 ft.
1x13 to 17" Box Boards...100,000 ft.

QUARTERED WHITE OAK.

4/4" 1s and 2s..... 50,000 ft.
4/4" No. 1 Common..... 75,000 ft.

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, December 8, 1910 CHICAGO, ILL.

STOCK SHEET

BASSWOOD: 1,000 ft. 12/4 1st and 2nd; 3,000 ft. 10/4 and 12/4 1st and 2nd; 9,000 ft. 10/4 1st and 2nd; 14,000 ft. 8/4 No. 2 Common; 10,000 ft. 6/4 No. 1 Common; 5,000 ft. 6/4 No. 2 Common; 10,000 ft. 5/4 1st and 2nd; 15,000 ft. 5/4 No. 1 Common; 38,000 ft. 5/4 No. 2 Common; 300,000 ft. 4/4 No. 2 and Better, 40% 1st and 2nd, 35% No. 1 and 25% No. 2 Common; 100,000 ft. 5/4 No. 3 Common; 25,000 ft. 6/4 No. 3 Common; 250,000 ft. 5/4 No. 1 Common and Better; 175,000 ft. 6/4 No. 1 Common and Better; 50,000 ft. 8/4 No. 1 Common and Better.

WISCONSIN RED OAK: 1 car 10/4 No. 1 Common and Better, 75% 1st and 2nd; 1 car 8/4 No. 2 Common and Better, 50% 1st and 2nd; 3 cars 4/4 1st and 2nd; 3 cars 4/4 No. 1 Common. Very choice wide stock. Good lengths.

BIRCH: 1 car 8/4 1st and 2nd (red all in).

SOFT ELM: 3 cars 4/4 Log Run 25% 1st and 2nd, 50% No. 1 and 25% No. 2; 1 car 12/4 No. 1 Common and Better.

WHITE PINE: 1 car 1" D and Better, 8" and wider, full thickness; 2 cars 6/4 No. 2 Common and Better, 25% better than common; 5 cars No. 4 Boards full thickness.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

WE CUT OAK CHAIR STOCK, IMPLEMENT STOCK AND TIMBER TO YOUR ORDER

SCHULTZ, HOLLOWAY & CO.

277 DEARBORN ST.
CHICAGO

PHONE HARRISON 2340

FOR IMMEDIATE SHIPMENT

RED GUM

2 cars 1"	1's & 2's—12' 15% 10'
6 cars 1"	1's & 2's—10' to 16'
5 cars 1"	No. 1 Common.
4 cars 1¼"	1's & 2's
3 cars 1¼"	No. 1 Common
2 cars 1½"	1's & 2's
1 car 1½"	No. 1 Common
2 cars 2"	1's & 2's

SAP GUM

4 cars 1"	1's & 2's—12' 15% 10'
7 cars 1"	1's & 2's—10' to 16'
11 cars 1"	No. 1 Common
14 cars 1"	No. 2 Common
2 cars 1¼"	1's & 2's
6 cars 1¼"	No. 1 Common
4 cars 1½"	1's & 2's
3 cars 1½"	No. 1 Common
5 cars 2"	1's & 2's
2 cars 2"	No. 1 Common

COTTONWOOD

5 cars 4/4 1's & 2's—6" to 12"
4 cars 4/4 No. 1 Common
6 cars 4/4 No. 2 Common
1 car Boxboards 13" to 17"

ELM

4 cars 4/4 Common & Better, Soft
2 cars 4/4 Log Run, Soft
1 car 6/4 Common & Better, Soft
2 cars 8/4 Common & Better, Soft

SOUND WORMY CHESTNUT

15 cars 4/4 4 cars 6/4
3 cars 5/4 3 cars 8/4

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange **CHICAGO** Phones Harrison 6440 Automatic 61377

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

Poplar Wagon Box Boards, 13 in. to 20 in. wide, 12 ft., 14 ft. and 16 ft.

Poplar Sign Boards, 2x14 in. to 16 in., 1 and 2 grade, 14 ft., 16 ft. and 18 ft. long.

Dry Hard Maple, 1 and 2 grade, 1½ in., 2 in. and 2½ in. thick, standard lengths. Hard Maple, 3 cars Clear Stock, 3½x7x12 ft., to be sawed to order.

No. 1 Hard Maple Squares, 5x5 and 6x6, 5 ft., 6 ft., 10 ft., 12 ft.

1 in. Red Gum, 1 and 2 grade, 12 ft., with 10% 10 ft.

1 in. Red Oak, 1 and 2 grade, mostly 14 ft. and 16 ft.

No. 1 Mixed Oak Car Stock for quick shipment from logs actually on hand.

7x9 W. Oak Switch Ties in sets, 8 ft. 9 in. to 16 ft. 9 in. long.

We would contract for following:

1 in. and thicker Birch, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, 8" and 10" widths only, 1 and 2 grade.

1½ in. and 2 in. No. 1 Common and Better Beech in car or cargo lots.

We would like to sell a car of NORTHERN WHITE PINE 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.
We are large handlers of WESTERN WHITE PINE all grades shop and better.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

WILL BUY

A Few Cars of

Good Gum, Cottonwood, Red and White Oak, White Ash-all grades and thicknesses

Quote Best Prices F. O. B. Mill or Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

WE WANT TO BUY

Several cars 4-4 Fas Red Gum, 12 ft., 10 per cent 10 ft.
Several cars 4-4 Fas Sap Gum, 12 ft., 10 per cent 10 ft.
Several cars 6-4 No. 1 Common Plain White Oak.
Several cars 5-4, 4 inches and wider, Plain Red and White Oak, furn. dimension, 19 inches long.
Several cars 4-4, Quartered White Oak, 4 inches and wider, 19 inches long, bright sap no defect.

Above Must Be Well Manufactured and Equalized and Dry

D. W. BAIRD LUMBER COMPANY 414 FISHER BUILDING CHICAGO

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
1400-1410 CARROLL AVE.
CHICAGO

JOHN S. HURD

Announces his Removal to New Offices at

851 MARQUETTE BLDG., CHICAGO

OAK, GUM, COTTONWOOD, CYPRESS, YELLOW PINE

Unexcelled stock from five Prominent Southern Mills. Prompt Shipments.

Straight Grades. Right Prices.

MAIL INQUIRIES PHONE CENTRAL 3577

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

312 Hibernia Bank Bldg., New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Bldg., Seattle
1104 Spalding Bldg., Portland



LOUISVILLE'S

Premier products are **Pretty Women, Thoroughbred Horses** and **Quality Hardwoods.**

We specialize in **Plain and Quartered Oak, Chestnut, Walnut, Hickory, Poplar, Ash, Mahogany, Veneers and Panels.**

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

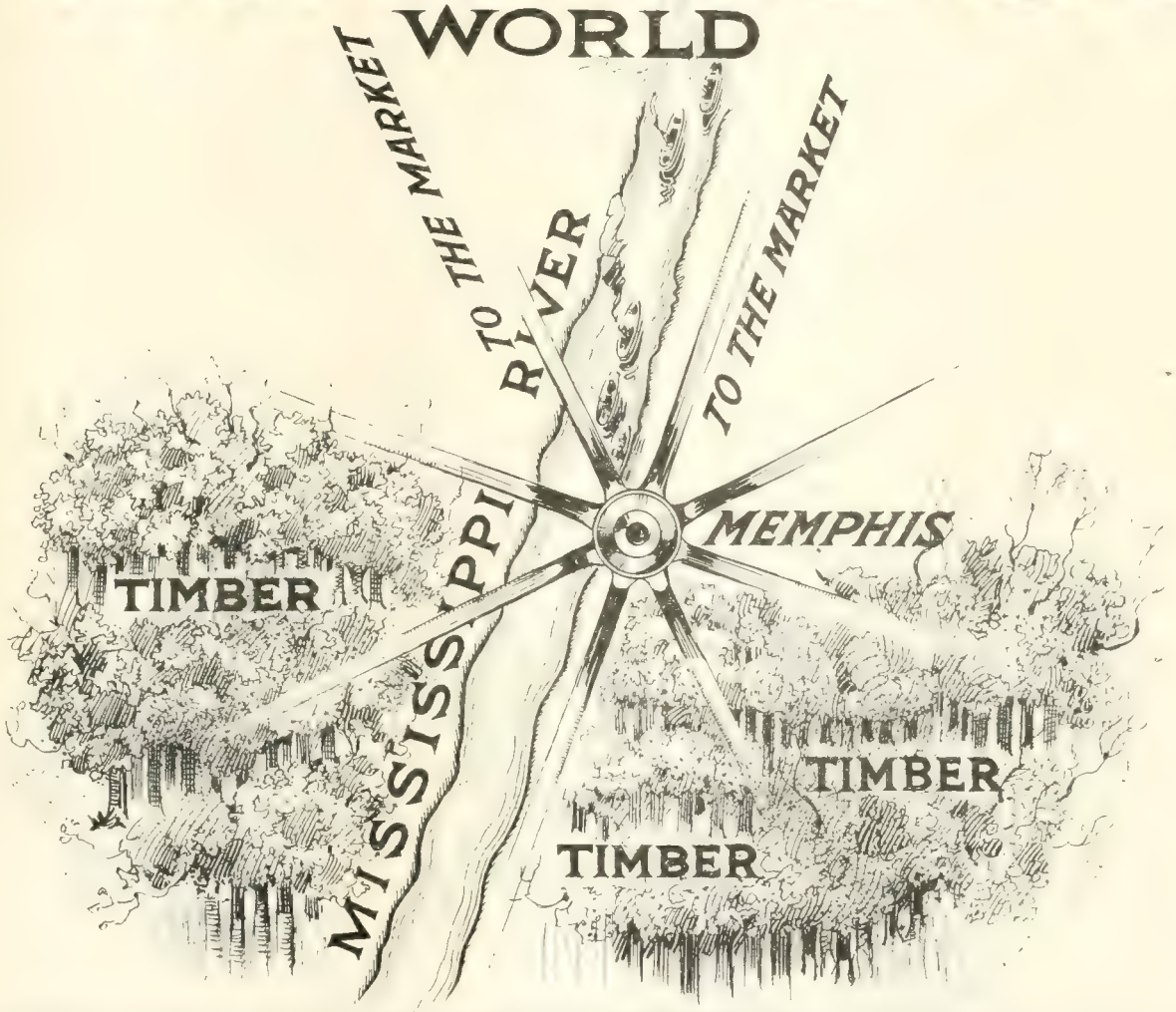
Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Miss.

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In. †We ship our No. 1 Common Quartered White Oak 6" & up wide.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4" 1sts and 2nds, 6-12" ..... 150,000'
4/4" No. 1 Common, 4 and up ..... 200,000'
4/4" Box Boards, 13-17" ..... 200,000'
4/4" Panel & Wide, No. 1, 21" and up .. 12,000'
4/4" Panel & Wide, No. 1, 18 to 20" ... 12,000'
5/4" 1sts & 2nds, 6" and up ..... 150,000'
6/4" 1sts & 2nds, 6" and up ..... 35,000'

SAP GUM

4/4" 1sts & 2nds, 6" and up ..... 200,000'
5/4" 1sts & 2nds, 6" and up ..... 150,000'
4/4" No. 1 Common, 4" and up ..... 75,000'
5/4" No. 1 Common 4" and up ..... 50,000'
4/4" Box Boards, 13" to 17" ..... 18,000'
4/4" Panel & Wide, No. 1, 21" and up .. 50,000'

RED GUM

4/4" 1sts & 2nds ..... 50,000'
4/4" No. 1 Common ..... 100,000'
5/4" 1sts & 2nds ..... 25,000'
5/4" No. 1 Common ..... 100,000'
6/4" 1sts & 2nds ..... 12,000'
6/4" No. 1 Common ..... 6,500'
8/4" 1sts & 2nds ..... 25,000'
8/4" No. 1 Common ..... 16,000'

QUARTERED WHITE OAK

4/4" 1sts & 2nds ..... 3,500'
4/4" No. 1 Common ..... 25,000'
4/4" No. 2 Common ..... 25,000'

CYPRESS

5/4" No. 1 Shop & Better ..... 50,000'

PLAIN RED OAK

4/4" 1sts & 2nds ..... 15,000'
5/4" 1sts & 2nds ..... 21,000'
6/4" 1sts & 2nds ..... 25,000'
6/4" No. 1 Common ..... 12,000'
3/4" No. 1 Common & Better ..... 25,000'

PLAIN WHITE OAK

4/4" 1sts & 2nds ..... 50,000'
4/4" No. 1 Common ..... 35,000'
4/4" No. 2 Common ..... 25,000'

ELM

4/4" Log Run ..... 12,000'
6/4" Log Run ..... 25,000'

Above stock is all well manufactured—good widths and lengths—dry.
.....CAN SHIP IMMEDIATELY.....

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

1911

WHY NOT?

Turn Over a New Leaf
Send Us Your Inquiries

Everything in Southern Hardwoods

Band Sawn and Equalized, Gum, Cottonwood, Ash, Red and White Plain and Quartered Oak. Let us quote you on the following items:

10 cars 5-4 x 13 to 17 in. 1st and 2d Cottonwood
15 " 4-4 x 6 to 12 in. " " "
6 " 5-4 x 6 in. and up " " Sap Gum
7 " 6-4 x 6 in. " " " "
12 " 12-4 Log Run Southern Elm
2 " 4-4 x 18 in. and up 1st and 2d Poplar
2 cars 4-4 x 13 to 17 in. Bx. Bds. Poplar
17 " 4-4 No. 1 Common Plain Red Oak
4 " 5-4 " " " " "
5 " 6-4 " " " " "
7 " 8-4 " " " " "

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER MEMPHIS, TENN.

E. SONDHEIMER CO.'S BARGAIN LIST

If you are in need of any of the lumber listed below, we can make you very close prices on same as we are anxious to reduce our stock on these items.

400,000 ft. 4-4 in. No. 1 Com. Plain White Oak.
150,000 ft. 4-4 in. No. 1 Com. White Ash.
200,000 ft. 5-4 in. No. 1 Com. White Ash.
70,000 ft. 6-4 in. No. 2 Com. White Ash.
150,000 ft. 6-4 in. 1s and 2s Cypress.
200,000 ft. 6-4 in. Select Cypress.
300,000 ft. 4-4 in. No. 1 Com. Cypress.
150,000 ft. 6-4 in. No. 1 Com. Cypress.
100,000 ft. 8-4 in. No. 1 Com. Cypress.
200,000 ft. 4-4 in. 1s and 2s Sap Gum.
200,000 ft. 6-4 in. No. 1 Com. Sap Gum.
100,000 ft. 6-4 in. No. 2 Com. Cottonwood.
150,000 ft. 5-4 in. No. 1 Com. Gum.

E. SONDHEIMER COMPANY, MEMPHIS, TENN.

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

MEMPHIS
THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

1 car 4/4 Quartered white oak C. & B. on grade.
5 cars 4/4 quartered white oak, 1sts and 2nds.
6 cars 4/4 quartered white oak, No. 1 common.
4 cars 5/4 and 6/4 quartered white oak C. & B. on grade.
2 cars 4/4 quartered red oak C. & B. on grade.
6 cars 4/4 plain red oak C. & B. on grade.
3 cars 5/4 and 6/4 plain red oak C. & B. on grade.
2 cars 4/4 plain white oak C. & B. on grade.
7 cars 4/4 Ash C. & B. on grade.
2 cars 5/4 Ash No. 1 common.
1 car each 10/4 and 12/4 Ash, 15% No. 1 common.
1 car 4/4 poplar No. 1 common.
1 car 4/4 and 5/4 Poplar sap.
1 car 2" Poplar No. 2 common.
4 cars 4/4 Red Gum C. & B. on grades.
1 car 4/4 Gum boxboards.
1 car 6/4 Rock Elm, log run.
1 car 6/4 Soft Elm, log run.
1 car 12/4 Soft Elm, C. & B.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

H. M. SPAIN
TIMBER ESTIMATOR
All work personally conducted
MEMPHIS, TENN.

"OUR WAY" The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.
"LET US SHOW YOU"
DOOLEY-STERN LUMBER CO., MEMPHIS

Florence Pump & Lumber Co.
INCORPORATED
Memphis, Tennessee
THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE
Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

JOHN M. WOODS & CO.
ASH RED GUM QUARTERED WHITE OAK
PLAIN OAK COTTONWOOD QUARTERED RED OAK
HICKORY
Special attention to mixed cars.
This means economical buying for you.
Wholesale Yard MEMPHIS, TENN.
Main Office and Distributing Yard EAST CAMBRIDGE, MASS.

J. W. Thompson Lumber Company
MEMPHIS, TENN.
We are making a specialty at our Brasfield Mill of
Quartered Red Gum
in 1, 1 1-4, 1 1-2 and 2 inch thicknesses
Good stock of Ash, Oak and Plain Red and Sap Gum

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
26,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
26,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK
12,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.

PLAIN RED OAK
25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH
13,000 ft. 5/4 to 16/4 log run.

ELM
14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

RYAN-STIMSON LUMBER CO. Memphis, Tenn.
Manufacturers and Dealers in
HARDWOOD LUMBER
Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

Lesh & Matthews Lumber Co.
1649-50 MARQUETTE BUILDING
Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

WE WANT TO MOVE AT ONCE
2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
1 car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
1 car 4-4 1s and 2s Quartered Red Oak
1 car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
1 car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
1 car 4-4 No.1 Common Poplar
We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

We Want To Move Promptly the Following Dry Band Sawed Stock

QUARTERED WHITE OAK.

4/4" No. 1 Common	7,500
4/4" 1s and 2s	25,000
5/8" No. 1 Common	35,000
4/4" 1s & 2s	150,000
4/4" 1s & 2s Wide	12,000
4/4" No. 1 Common	100,000
4/4" No. 2 Common	30,000
4/4" Scant No. 1 Common	15,000
4/4" Clr. Strips 1½" to 2"	25,000
4/4" Clr. Strips 2½" to 3½"	20,000
4/4" Clr. Strips 4" to 5½"	30,000
4/4" Common Strips—2½" to 5½"	60,000

QUARTERED RED OAK.

5/8" 1s & 2s	25,000
4/4" Common Strips	12,000
4/4" Clear Strips—2½" 5½"	8,000
4/4" Com. & Bet. Scant	10,000

PLAIN WHITE OAK.

4/4" No. 1 Common	30,000
4/4" No. 2 Common	15,000

PLAIN RED OAK.

5/8" 1s & 2s	50,000
5/8" No. 1 Common	25,000
4/4" 1s & 2s	20,000
4/4" No. 1 Common	40,000
4/4" No. 2 Common	20,000

COTTONWOOD.

4/4" Panels—18" to 22"	7,000
4/4" 1s & 2s 6" and up	10,000
5/8" Com. & Better	4,000

GUM.

4/4" Boxboards—13" to 17"	13,000
1s & 2s—Red	7,000
No. 1 Com. Red	7,000
1s & 2s—Sap	15,400
No. 1 Com. Sap	22,000

SOFT MAPLE.

5/4" Log Run	7,000

QUARTERED SYCAMORE.

4/4" No. 2 Com. & Bet.	15,000

LOCUST.

4/4" Log Run	2,000

Your inquiries will have prompt attention.

Memphis Saw Mill Company, Memphis, Tenn.

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.

152,765 ft.	1" No. 1 Common White.
52,947 "	1" " Red.

GUM.

31,000 ft.	1" 1st and 2nd Sap.
15,000 "	1" No. 1 Common Sap.
20,500 "	1" Box Boards, 13"-17".
5,750 "	1" 1st and 2d Sap, 18" and up.
16,500 "	1¼" 1st and 2nd Sap.
8,700 "	1¼" No. 1 Common Sap.
25,600 "	1½" 1st and 2nd Sap.
13,200 "	1 " 1st and 2nd Red.
8,200 "	1¼" 1st and 2nd Red.
2,300 "	1¼" No. 1 Common Red.

PLAIN OAK.

58,830 ft.	1" No. 3 Com. Red and White.
28,310 ft.	1" No. 2 Com. Red and White.
15,419 ft.	1" Sound Wormy Red and White.
102,592 ft.	1" No. 1 Common White.
146,569 "	1" No. 1 Common Red.
65,783 "	1¼" No. 1 Common Red.
26,637 "	1¼" No. 1 Common White.
19,492 "	1½" No. 1 Common White.

YELLOW CYPRESS.

15,310 ft.	1" 1st and 2nd.
39,758 "	1" Selects.
76,564 "	1" Shop.
15,750 "	2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

SAWED VENEER

We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

S. C. MAJOR LUMBER CO.

W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES
PLAIN AND QUARTERED OAK, ASH AND POPLAR

Goodlander-Robertson Lumber Co.

MEMPHIS, TENN.

POPLAR OAK HICKORY ASH

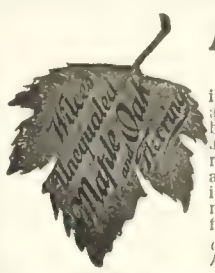
AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries

Darnell-Taenzer Lumber Co.

Manufacturers and Dealers in High Grade
HARDWOOD LUMBER

180,000 Ft.	3-8 in.	Common Plain Red Oak.		
45,000 "	1-2 in.	1 and 2	Qtd. Red Oak.	10 in. and Wider
40,000 "	5-8 in.	1 and 2	" " "	10 in. and Wider
10,000 "	5-4 in.	1 and 2	" " "	10 in. and Wider
24,000 "	1 in.	1 and 2	" " "	10 in. and Wider
8,000 "	1 1-2 in.	1 and 2	" " "	10 in. and Wider
60,000 "	5-8 in.	1 and 2	Plain Red Oak.	12 in. and Wider
20,000 "	3-4 in.	1 and 2	" " "	12 in. and Wider
10,000 "	1 1-2 in.	1 and 2	" " "	12 in. and Wider
14,000 "	2 1-2 in.	1 and 2	Ash, 80% 12 Ft.	
30,000 "	1 in.	1 and 2	Yellow Cypress,	18 in. and Wider
10,000 "	1 1-4 in.	1 and 2	" "	18 in. and Wider
12,000 "	1 1-2 in.	1 and 2	" "	18 in. and Wider
12,000 "	2 in.	1 and 2	" "	18 in. and Wider
20,000 "	1-2 in.	1 and 2	Qtd. White Oak,	10 in. and Wider
20,000 "	3-4 in.	1 and 2	" " "	10 in. and Wider



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

Stock List of Specials

15 M. 5/8" 1s and 2s Poplar.
5 M. 3/4" 1s and 2s Poplar.
375 M. 4/4" 1s and 2s Poplar.
10 M. 5/4" 1s and 2s Poplar.
35 M. 6/4" 1s and 2s Poplar.
15 M. 8/4" 1s and 2s Poplar.
40 M. 4/4" 1s and 2s Basswood.
4 M. 3/8" 1s and 2s Plain White Oak.
9 M. 1/2" 1s and 2s Plain White Oak.
7 M. 3/4" 1s and 2s Plain White Oak.
35 M. 4/4" 1s and 2s Plain White Oak.
12 M. 6/4" 1s and 2s Plain White Oak.
5 M. 8/4" 1s and 2s Plain White Oak.
10 M. 10/4" 1s and 2s Plain White Oak.
37 M. 4/4" 1s and 2s Quartered White Oak.
16 M. 6/4" 1s and 2s Quartered White Oak.
42 M. 4/4" 1s and 2s Ash.
18 M. 6/4" 1s and 2s Ash.
78 M. 4/4" 1s and 2s Red Gum.
35 M. 5/4" 1s and 2s Red Gum.
75 M. 6/4" 1s and 2s Red Gum.
11 M. 8/4" 1s and 2s Red Gum.
5 M. 4/4" 1s and 2s Chestnut.
8 M. 8/4" 1s and 2s Chestnut.

We have the lower grades also.

KENTUCKY LUMBER CO.

CINCINNATI MANUFACTURERS OHIO

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:
1620 Union Trust Building
Cincinnati, Ohio

MILLS:
Norma, Tennessee
New River, Tennessee

HIGH GRADE POPLAR

Good Widths and Lengths

WELL MANUFACTURED

100 M. feet 4-4-inch 1s and 2s Poplar.
200 M. feet 4-4-inch Saps and Selects Poplar.
300 M. feet 4-4-inch No. 1 Common Poplar.
300 M. feet 4-4-inch No. 2 Common Poplar.

DRY STOCK—Can ship immediately.

OHIO VENEER CO.

Manufacturers of
VENEERS and thin lumber of every description
Importers of **MAHOGANY** and
FOREIGN WOODS

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in Veneers and Thin Lumber.

Office and Mills: **2624-34 Colerain Ave., Cincinnati, O.**

We are Specialists in

RED GUM

Plain and Quartered

Bayou Land & Lumber Co.

Mitchell Building - CINCINNATI

RIEMEIER LUMBER CO.

HARDWOOD LUMBER

Special list of stock we wish to move

200,000 ft. 1 in. No. 1 Common and 1st and 2d Chestnut
100,000 ft. 5-4 " " " " "
75,000 ft. 6-4 " " " " "
100,000 ft. 8-4 " " " " "
30,000 ft. 1 in. x 2½ in. to 5½ in. Clear Qtd. W. Oak Strips
15,000 ft. 5-4 in. 1st and 2d Poplar 15 in. to 17 in. Sap no Defect
100,000 ft. 1 in. No. 1 Common Plain White Oak
100,000 ft. 1 in. No. 1 " " Red "
100,000 ft. 5-4 No. 1 Common and 1st and 2d Plain Red Oak
15,000 ft. 4 in. 1st and 2d White Ash
150,000 ft. 1 in. to 3 in. No. 1 Common White Ash

Office and Yards
Summer St., Gest St., and C. H. & D. R. R. CINCINNATI

BENNETT & WITTE

MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who Inspect and Measure their Lumber. We Ship all over the Globe

Delivered prices quoted to any point in North America, or to any Seaport of the world. Cable address Bennett

Wire or Write to either

Branch
Memphis, Tenn.

Main Office
Cincinnati, Ohio
222 W. 4th St.

CINCINNATI

THE GATEWAY OF THE SOUTH

SHAWNEE LUMBER CO.,

Main Office and Distributing Yard: 1769-1783 Weber St., South Side Station, C. H. & D. R. R.

Carry a full line of Hardwoods. Operate our own Mills. Let us quote you on worked stock of any description.

WHITE PINE—MICHIGAN GRADING.

1 car 1x 8" No. 3 Common.
8 cars 1x10" No. 3 Common.
1 car 1x12" No. 3 Common.
10 cars 1x 6" No. 4 Common.
10 cars 1x 8" No. 4 Common.
10 cars 1x10" No. 4 Common.
3 cars 1x12" No. 4 Common.
1 car 1x13" and up No. 4 Com.

QUARTERED WHITE OAK.

½ car 4 4 1 & 2 6" to 9".
1 car 4 4 1 & 2 10" and up.
1 car 4/4 No. 1 Com.
1 car 4/4 No. 2 Com.
1 car 4 4 Clear Qtd. White Oak Strips—2½" to 5½".
1 car 4 4 No. 1 Com. Qtd. White Oak Strips—2½" to 5½".

ASH.

½ car 4 4 1 & 2 Ash.
½ car 4 4 No. 1 Com. Ash.
½ car 4/4 No. 2 Com. Ash.

CHESTNUT.

1 car 4/4 No. 1 Com. & Better.
½ car 5/4 No. 1 Com. & Better.
5 cars 4/4 Sound Wormy.
3 cars 5 4 Sound Wormy.
10 cars 4 4 No. 3 Common.

POPLAR.

1 car 4/4—18" to 23" Panel & No. 1.
1 car 4/4—24" & up Panel & No. 1.
1 car 4/4— 7" to 17" 1 & 2.
1 car 4/4—13" to 17" Box Boards
½ car 4/4 Clear Sap.
½ car 4 4 Select.
4 cars 4/4 No. 1 Com.
5 cars 4/4 No. 2 Com.
10 cars 4 4 No. 3 Com.
1 car 1x3" No. 1 Com Popl. Strips.
2 cars 1x4" No. 1 Com. Popl. Strips.
1 car 1x5" No. 1 Com. Popl. Strips.
4 cars 1x6" No. 1 Com. Popl. Strips.
2 cars 1x4" No. 2 Com. Popl. Strips.
1 car 1x5" No. 2 Com. Popl. Strips.
1 car 1x6" No. 2 Com. Popl. Strips.

HEMLOCK.

10 cars 1x 6" No. 1 Com. Hemlock.
10 cars 1x 8" No. 1 Com. Hemlock.
1 car 1x10" No. 1 Com. Hemlock.
1 car 1x12" No. 1 Com. Hemlock.
10 cars 1x 6" No. 2 Com. Hemlock.
10 cars 1x 8" No. 2 Com. Hemlock.
3 cars 1x10" No. 2 Com. Hemlock.
15 cars 1x12" No. 2 Com. Hemlock.

Manufacturers of Hardwood Lumber, Cincinnati, Ohio

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks **Best Selections**

CINCINNATI, OHIO

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, • OHIO

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK--ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS SIXTH ST., BELOW HARRIET — CINCINNATI

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky — MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

CINCINNATI

THE GATEWAY OF THE SOUTH

THE MIDLAND LUMBER COMPANY, CINCINNATI, OHIO

SOUTHERN HARDWOODS

MILLS AT PETEET AND COLBY, MISS.

Red Gum, Oak, Ash, Cottonwood and Cypress Planing Mill and Dry Kilns at Cincinnati

MIXED CARS, for quick shipment from Cincinnati, of Mouldings, Worked Cypress, Oak Gum, Yellow Pine and a full line of Birch, Oak, Gum and White Pine Doors and Yellow Pine dimensions, Flooring, Siding, etc. Interior trim worked special patterns.

Prices Right **Send Us Your Inquiries** **Grades Right**

FRANCKE LUMBER COMPANY

WE SELL ASH, OAK, CHERRY

THIN WALNUT and QUARTERED OAK a SPECIALTY

WE BUY WALNUT, EXPORT LOGS

STATION P, CINCINNATI, OHIO — BAND MILL AT ST. BERNARD, OHIO

CONASAUGA LUMBER CO.

Manufacturers and Wholesalers of

Rough and Dressed Lumber

703 Fourth National Bank Bldg., **CINCINNATI, O.**

SANFORD & TREADWAY

HARDWOOD LUMBER

NEW HAVEN, CONN.

We are overstocked on the following and are prepared to make ATTRACTIVE PRICES

8-4 Common and Better Quartered Mountain Oak

4-4 No. 1 Common White Ash — 6-4 and 8-4 Sound Wormy Chestnut

THE FRANK SPANGLER COMPANY

WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: **CYPRESS AND BAY POPLAR**
COTTONWOOD AND GUM

Direct Shipment from our yards at Memphis, Tenn.

Office, 56-7 Smith & Baker Bldg. TOLEDO, OHIO

Frank Purcell Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

Finely Figured Quartered Oak

Evansville, Indiana

COPPES, ZOOK & MUTSCHLER CO.

NAPPANEE, INDIANA

Northern Indiana hard woods, dry, carefully manufactured, large stocks.

IMMEDIATE SHIPMENTS — INQUIRIES SOLICITED



Auto Wheel Finishing Stand

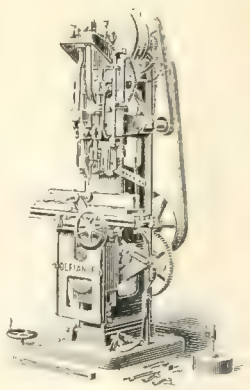
EVERY MAN'S SUCCESS is in his own hands. It comes but once. Now is your chance. No manufacturer using the celebrated

"Defiance" Wood-Working Machines

has ever lost out. What SUCCESS are you having WITHOUT them?

OUR HEAVY AUTO-TRUCK WHEEL MACHINES ARE NOW READY FOR THE MARKET

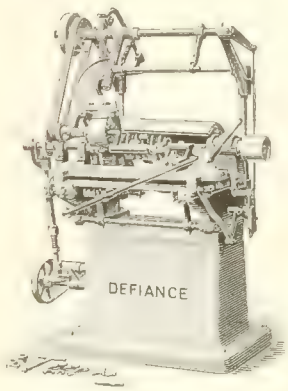
Single machines or complete equipments for the manufacture of hubs, spokes, rims, wheels, wagon, carriage and automobile woodwork, shafts, poles, neck yokes, single trees, hoops, handles, spools, bobbins, insulator pins, table and chair legs, balusters, newel posts, gun stocks, hockey sticks, golf sticks, oval wood dishes and for GENERAL WOODWORK.



No. 6. Double Chisel Mortiser

Invented and built by

The Defiance Machine Works :: Defiance, Ohio

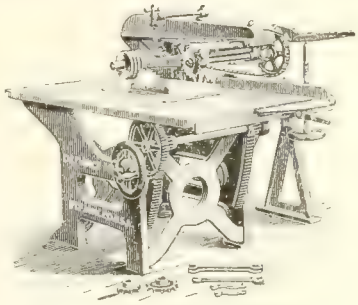


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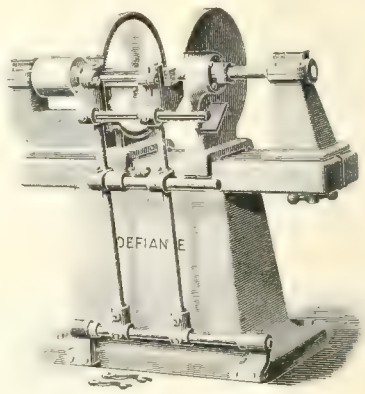


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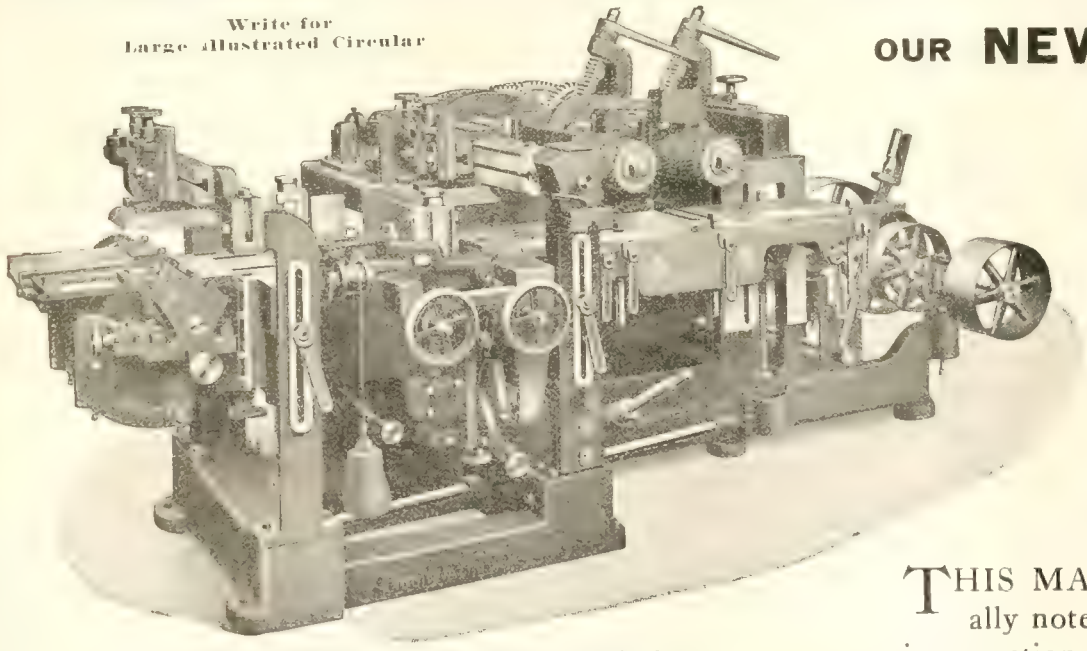
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32,000'	4-4	quar. poplar No. 2 Com.
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100,000'	8-4	sound oak, 10" & over wide.
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[illegible]	4-4	chestnut 1s and 2s.
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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Coming Association Meetings

NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The nineteenth annual meeting of this association will be held on Wednesday and Thursday, March 1 and 2, 1911, at the New Willard Hotel, Washington, D. C.

R. W. HIGBIE, President. **E. F. PERRY, Secretary.**

General Market Conditions

The volume of hardwood business during the last fortnight has been disappointing. There was quite a spurt of trade in the early days of February, but reports from the trade centers of the country over indicate that there has been a material diminution in demand during the last few days, which is almost unaccountable. There seems to be a spirit of general hesitancy in all lines of business. This condition may be accounted for by the very bad weather conditions that have prevailed, and to some extent by the uncertainty of pending legislation.

For some time there has been an attempt on the part of yellow pine producers to secure a considerable advance in prices, and perhaps this has militated indirectly against hardwood purchases. The hardwood situation is in much better shape than the building woods, as there is no surplus of any variety of hardwood in either first hands or in the possession of the jobbing trade. As a matter of fact stocks of desirable hardwoods are short the country over.

In northern woods the generality of producers advise that they have little or no lumber of any variety in shipping condition for sale, and a good many manufacturers in both Michigan and Wisconsin have made advance contracts for output which will absorb the larger proportion of their production for months to come.

In southern woods plain oak in both the white and red varieties and of higher qualities are the stiffest items in the list, and the demand still remains fair at very good values.

The demand for quarter-sawed white oak is far from satisfactory and there seems to be a slight weakening in the prices asked.

Red gum still remains one of the strong items, with very little stock offered.

Ash and hickory are slack.

The situation with poplar and cottonwood continues normal and unchanged. This is true of the general run of the minor hardwoods.

The dealers in mahogany and other foreign woods report a normal demand with prices stationary. Right now there seems to be a renaissance in the production of the higher types of furniture which demand mahogany, Circassian walnut and the best grades of oak.

Considering the time of year, the inclement weather conditions and the uncertainty of pending business legislation, there is nothing particularly unseasonable in the fact that the hardwood trade is slack. Optimism prevails among manufacturers and jobbers alike, and it is believed that with the advancing season there will be a material improvement in affairs. There is absolutely no menace in existing conditions.

There is a good deal of complaint not only in the hardwood trade, but among business men generally, of slow collections. On the other hand, money is accumulating in the hands of bankers and they show material increases in surplus. Money is fairly easy and while bankers are scanning credits very carefully, anyone who has any license to borrow money is able to secure it at fair rates of interest.

Building operations in commercial centers are running along in large volume, and while steel and concrete are cutting a considerable figure in the materials employed, there is still a large volume of lumber going into consumption in construction work.

It is fair to presume that there will be an increased demand from railroads and corporations within the next month, which will tax the capacity of hardwood manufacturers to supply.

Notwithstanding the fact that the hardwood trade is slow at the present time, there is every reason to believe that trade will assume normal proportions in a very few weeks and business will be back on a satisfactory basis.

Later.—Since the above market conditions report was prepared, later reports indicate quite a substantial revival of trade in Memphis, St. Louis and several of the eastern cities. A good many of the large southern hardwood operators also report a material increase in demand.

Efficiency of Manufacture

Henry M. Hyde, in a leading eastern weekly magazine, publishes an article under the heading "Education's New Gift to Business," in which he tells how very valuable casein products are now produced from skimmed milk, which to a large extent formerly went to waste; how newly discovered enamels are being made of much higher quality at lessened cost; and recites several other items of recent invention and manufacture that are securing a lot of cash revenue from material that was formerly regarded as waste product.

The writer contends that the mass of American business men as traders and organizers are the wonders of the world, but as

[illegible] have never been efficient. He [illegible] they have never needed to be efficient. In the beginning they had a whole continent full of free raw material. It was easy enough to get things made somehow. The big job was to get them sold and distributed in the teeth of a thousand fighting competitors. In distribution they got the advantage over their competitors by demanding larger rebates from the railroads. They sent out spies into the territories of their competitors and led them into ambuscades, and sacked their cities. They used whatever weapons were necessary to win the battle, and piled up many vast fortunes.

The writer contends they were fighting men pure and simple, and their executive selling and office forces—the three wings of their army—were wonderfully efficient, but out back in their mills and factories things went along in the old way under the direction of a superintendent.

The writer further recites how Germany woke up. How, in the swiftly increasing population in a country without great national resources and not wonderfully fertile, manufacturers were forced to become efficient. He recites an example of a German scientist who aided German manufacturers forty years ago to create out of coal tar not only a waste product but a nuisance and menace, a vast industry worth hundreds of millions of dollars a year.

He further recites that there were two ways in which the American manufacturers could meet superior manufacturing efficiency abroad. They might in the first place have become efficient themselves, but they were usually self-made men with a certain contempt for schools and for applied science. Being the most masterful and powerful figures in all American affairs, it was not difficult for them to bar out German efficiency by raising higher the [illegible] the half dozen top stories of the [illegible] the protection of American manufacturing inefficiency.

Mr. Hyde contends that protected by the tariff against foreign efficiency, the American manufacturer has devoted much of his recent attention to the elimination of domestic competition; and whenever a trust or combination in a given industry has been formed it has postponed the adoption of methods of efficiency in the manufacturing end of that industry. Whenever a corporation controls or largely dominates an industry, it is plainly in a position to force its production on the market at any price within limits that it may choose to exact.

He avers that today the American manufacturer faces a crisis. Trusts and combinations in restraint of trade are illegal. Presumably everybody is convinced that sooner or later the tariff will be revised downward. Raw materials are in the hands of a few wealthy holders or are retained by the government in the public domain. The increased cost of living demands a re-establishment of salary and labor rewards. Increased efficiency in manufacture seems to be the only way out and the American manufacturer, quick, alert, far-sighted and broad-minded, may be trusted to rise to the situation when it is put fairly before him.

The writer argues that the opportunities are before the American manufacturer today to secure higher manufacturing efficiency, and to secure from his waste and by-products a large increment in income and profit.

The lumber industry of this country is not protected by a lumber duty that amounts to anything. It therefore has not this protection to fall back on that many of the other leading industrial lines possess, and hence it is in a more precarious condition for money-making possibilities than many of the other lines. A few lumber manufacturers have deemed it wise to improve their manufacturing methods and cheapen their cost and indulge in the employment of scientific "highbrows" which assist them in solving problems of wood utilization, etc., but the majority of them are today working along the lines of least resistance. Many operators are indulging in the process of seeking quick profits by the quick destruction of their forests rather than lesser and permanent profits by handling their properties on a better basis. Even the blindest of stumpage owners and lumber manufacturers cannot fail to recognize the fact that there are vast possibilities in the utilization of forest and sawmill waste in the production of other things than lumber.

With the fast increasing value of stumpage it is going to be forced more and more on the minds of lumber manufacturers that there is an opportunity and a crying need for more efficiency in the manufacturing end of their business.

It is a subject worthy the attention of all of them.

THE USE OF WOOD

The universal use of wood, the way in which it enters into every part of our lives is scarcely appreciated. The advance in cost of no one natural product has so contributed to advance the cost of living as the advance in wood and timber, the direct result of the reckless policy of the government and the reckless practice of the people.

Wood! The furniture which we use every day is made of it; houses are constructed of it; the boats which we use in our pleasure as well as those which we use still in the coastwise traffic and in the fishing trade are constructed of it. It enters into every single branch of transportation. The cost of wood used in the cars and the ships which carry the freight is added ultimately to the retail price of the commodities transported. Wood is used in every possible way. The substitution of individual paper cups for tin dippers at the public fountains means just so many more trees to be cut down. The making of matches, the splinters with which we light the fire, the making of lead pencils, is terrible in the destruction of even the smallest sprout that can be made to grow. The paper industry has learned how to conserve the forest tracts which are controlled by them, and to thin them out in many cases scientifically.

Did you ever stop to think how the price of the package is added to the price of the commodity which it contains? The doubling of the price of wood adds to the price of every commodity by increasing the cost of the package. Your ginghams, your dry goods, your cottons and woolens are packed in wooden boxes, and the cost of that package has been doubled by the increase of the cost of wood. Your butter and eggs go to the market in packages of wood; your fruits, your vegetables, are packed in a square market box, made of wood; and in the case of almost every commodity of use, wooden packages form a part of the completed product, and by the destruction of the forest we thereby raise, not one branch of the cost of living, but by increasing the cost of the package we raise every part of the cost of living.

HON. CURTIS GUILD, JR.

Cross-Ties Purchased for 1909

The Department of Commerce and Labor reports in a bulletin that cross-ties purchased by the steam and electric railroads of the United States during 1909 amounted to 123,751,000. This repre-

sents an increase of 11,285,000 ties or ten per cent over the number purchased in 1908, but a decrease of 19.5 per cent from the number reported for 1907. The year 1907 was one of great activity in the railroad world, while in 1908 the railroads felt the effect of the general business depression and curtailed their purchases accordingly.

From a comparison of the figures of 1909, 1908 and 1907, it is evident that the cross-tie industry is rapidly regaining the prosperity enjoyed in 1907.

Ten kinds of wood supplied more than ninety-seven per cent of all the ties purchased. These are oak, yellow pine, Douglas fir, western pine, cedar, chestnut, cypress, tamarack, hemlock and redwood. The oaks led by a wide margin, being the timber used for more than forty-six per cent of the total number purchased and more than two and one-half times as many ties as were made from the southern pines, which rank next in importance.

Douglas fir, a species which will probably be drawn upon heavily as the demand for ties crowds the supply, was used for more than 9,000,000 ties.

Ranking next in importance was western pine, cedar and chestnut, each being credited with a total of slightly more than 6,500,000 ties. Cypress, tamarack, hemlock and redwood each supplied more than 2,000,000 ties, which completes the list of the ten leading kinds of woods purchased. The remaining species, which include white pine, lodgepole pine, gum, spruce, beech, maple, birch, elm, mesquite, locust, ash, walnut and a number of others furnished about 3,334,000 ties.

The increasing use of several of the relatively unimportant tie woods, especially gum, spruce, and beech, is noteworthy. Approximately seventy-seven per cent of all ties purchased in 1909 were hewed. Although the proportion of hewed ties was lower than in 1908, it was the same as in 1907 and higher than in 1906. It has been thought that sawn ties were increasing in use, but from this review of the industry it is apparent that methods of manufacture are not undergoing any great or permanent changes.

The total cost of all ties purchased in 1909 was $60,320,700, an amount which exceeds the figures for 1908 by more than $4,000,000. The highest price reported by the steam railroads was 64 cents for sawed redwood ties, and the lowest 33 cents for hewed hemlock. The electric roads paid as high as 82 cents for hewed western pine ties, these being practically all treated, while the lowest average price paid by them was 31 cents for hewed hemlock.

Many species of timber unfitted for use as ties because they lack decay-resisting qualities or immunity to insect attacks, are made available for the purpose by the use of a preservative treatment. Even in the case of wood that is naturally more or less durable, such treatment is often economical, the added life in service more than paying for the increase in cost. There are now more than seventy wood preservative plants in the United States. A number of the large railroads possess expensive plants fitted to handle large quantities of timber in a very efficient manner. Nearly all cross-ties treated by railroads are treated in closed cylinders permitting the application of pressure and designed to secure a heavy absorption of the preservative. The principal preservatives used were creosote oil, and, to an almost equal degree, a solution of zinc chloride. Many ties are treated with an emulsion of creosote oil and a solution of zinc chloride, and one road treated large quantities of its ties with a heavy injection of crude petroleum.

Government Report on the "Lumber Trust" (?)

Herbert Knox Smith, commissioner of corporations, has at last issued the long delayed report on the lumber industry. The meat of the whole matter is that Mr. Smith has not been able to discover at the present time the existence of a "lumber trust," but is fearful that such a trust will eventually become possible and possibly be organized.

In Mr. Smith's letter of transmittal, he says that the concentration of a dominating control of standing timber in a comparatively few enormous holdings, steadily tends to a central control of the lumber industry. He avers the vast speculative purchase and holding of timber land is far in advance of any use thereof, and furthermore, that the enormous increase in the value of this diminishing natural resource will show a great profit to its owners, and this value, by the very nature of standing timber, the holder neither creates nor substantially enhances.

He contends that these underlying facts are of tremendous significance to the public welfare and are primarily the result of our public land policy long continued. The laws that represent that policy are still largely operative. He says the past history and present status of our standing timber drive home upon us the imperative necessity of revising our public policy for the future management of all remaining natural resources.

Mr. Smith alleges that forty years ago at least three-fourths of the timber standing was publicly owned. Now four-fifths of it is privately owned. The great bulk is passed from the government into private hands through enormous railroad, canal, and wagon-road grants by the Federal government, direct government sales in unlimited quantities at $1.25 an acre, and by reason of certain public land laws great tracts were assembled in spite of the legal requirements for small holdings.

He alleges that the present annual growth of timber is only about one-third of the present cut, and replacement by new growth is very slow. He makes many specific citations of the enhancement of timber values, and makes special mention of the vast holdings of the Southern Pacific Company, the Weyerhaeuser Timber Company and the Northern Pacific Railway Company, which together have 238,000,000,000 feet, or nearly eleven per cent of all privately owned timber. He alleges that one-half of the private timber owned in the area analyzed is held by only 195 holders.

The report deals very largely with the building wood situation of the North, South and the Pacific coast, and has little relation to the hardwood holdings of the country, which are not grouped in any such large areas as are the building woods. The report in detail is specific and very voluminous, and is involved in a summary of Commissioner of Corporations on the lumber industry, Part I, referring to standing timber, and is issued by the government printing office under date of February 13. Copies can doubtless be obtained from the Forest Service or from the commissioner.

Rail Rate Advance Denied by Commerce Commission

Contrary to the most sanguine expectations, but really in accordance with the deficiency of evidence produced by the railroads, the shippers have made a clean winning of their fight against the railroads in both the so-called "eastern" and "western" rate cases, as the Interstate Commerce Commission decided on Thursday last that no advance in freight rates would be permitted.

The increase in class rates asked for by the railroads in official classification territory aggregated $27,000,000 annually. The proposed increase in commodity rates by the roads in the western trunk line territory were also disapproved.

In both cases the carriers are required to cancel, on or before March 10, their advanced tariffs and restore their former rates, which are those now in effect. If this requirement is not complied with, the commission will issue a formal order suspending the proposed advances and putting into effect the existing rates for at least two years.

After an exhaustive consideration of the whole subject from their view point, the commission could not see its way clear to grant an advance in rates, although it conceded that in the case of some of the roads, an increased revenue was needed.

In what was known as the eastern case, the commission was embarrassed by the admitted fact that several of the lines in the territory were paying good dividends upon existing rates, while other

[illegible] to the [illegible] could barely make both ends meet. [illegible] the western roads, the carriers entered a powerful plea for increased freight rates that they might have additional money to put into improvements and betterments which would enable them to handle with greater facility the constantly increasing traffic of the country. This argument did not appeal to the commission, as it thought the general public should not be obliged to stand responsible for the mistake that had been made in financing these railroad systems.

The decision was a severe disappointment to the railroads and was unexpected by the general business public, as for some weeks it had been thought that the commission would meet the railroads' demands at least half way. Of course, the decision will have the effect of still retarding the long expected railroad purchases of supplies.

Announcement

The HARDWOOD RECORD announces to its clients and prospective advertisers generally, the recent acquisition to its staff of R. T. Maston, who will have charge of the Advertising Department of HARDWOOD RECORD, beginning March 1, 1911.

Mr. Maston has been connected with one of the large machinery houses of the country for the past six years, as advertising manager, namely, J. A. Fay & Egan Company, Cincinnati, O. His long acquaintance with the machinery business and his experience as an ad writer should, therefore, make him a valuable man to our machinery clients, and his knowledge of comparative trade paper values should prove beneficial to our friends in the lumber fields.

Mr. Maston will also have charge of our Service Department, which is open to those of our friends who do not have time to prepare advertising copy or who do not care to do so. In this department he will have the assistance of a corps of competent artists and copy writers schooled in the various branches of the Record's field of operation.

Prospective advertisers are invited to send data and cuts, with which our Service Department will gladly prepare lay-outs and submit them on approval.

The HARDWOOD RECORD is the only exponent devoted exclusively to the interest of the hardwood industry and is at your service with every possible means for increasing your business.

The New Lumber Sales Managers' Association

There was organized at the Auditorium hotel, Chicago, on Thursday and Friday of this week, the Lumber Sales Managers' Association, under most favorable auspices. When this project was first broached to the HARDWOOD RECORD, it seemed feasible and most desirable, and this publication has actively exploited the proposed meeting and did all in its power to secure a large attendance at the initial conference. There were well towards a hundred individuals, firms and lumber corporations represented at the meeting, and they were certainly representative of the highest type of the hardwood industry.

It was deemed wise not to confine the organization strictly to hardwoods, but to make it a general lumber sales managers' association.

In the selection of officers, the members exhibited rare judgment. A. G. Fritchey was chosen president. He represents not only one of the largest hardwood producing companies in the country, the Lamb-[illegible] Company, Charleston, Miss., but is a most capable man in his line of work.

F. L. Brown, chosen as first vice-president, is of the firm of Crandall & Brown, Chicago, and president of the Chicago Hardwood Lumber Exchange. It has only been a few years that he has had the general acquaintance of the trade, but every time he appears at a lumber conference of any sort, he wins hosts of friends and admirers for his sterling qualities, and by his expressions of the necessity of integrity in the lumber trade, which carry conviction with every utterance.

J. T. Phillips, second vice-president, is the head of the Diamond Lumber Company, Green Bay, Wis., and is a man who is not generally known in the trade, but who has achieved manifest success, due to his sterling qualities and indefatigable industry.

J. W. Taylor, elected treasurer of the organization, is the head of the Domestic Lumber Company, Columbus, O., which is one of the foremost jobbing houses of the country. Mr. Taylor is a devotee of system and organization, and of the exchange of every available bit of valuable information possible among his contemporaries in the trade.

These four officers, together with six directors, constitute the board of directors of the association.

The directors elected for three years are: W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo.; Hamilton Love, Love, Boyd & Co., Nashville, Tenn. Those elected for two years are: C. A. Bigelow of the Kneeland-Bigelow Company, Bay City, Mich., and president of the Michigan Hardwood Manufacturers' Association, and J. J. Linehan of the Linehan Lumber Company, Pittsburg, Pa.; and for one year: J. Gibson McIlvain, jr., of J. Gibson McIlvain & Co., the big Philadelphia house, and Chester F. Korr of the Farrin-Korn Lumber Company, Cincinnati, O. These six gentlemen are all well known in the trade and will add material strength to the organization.

The people making up this big conference were called together without any previous slate being made up, without any suggestion of politics, or without any definite plan of action. It did not take them very long to convert the three or four who questioned the value of the organization to its eventual worth to the sales end of the lumber business, and the meeting resolved itself into enthusiasm over the possibilities that might be reached by it.

It is discovered that, by accident rather than by design, the list of officers and directors is made up of exactly half and half as allied with the Hardwood Manufacturers' Association of the United States and of the National Hardwood Lumber Association.

A logical constitution and by-laws were adopted, which are subject to change at any future meeting. Competent committees were appointed to cover the various phases of the sales department, which will be taken up and handled.

There was no great amount of time at the disposal of the meeting to discuss means and methods at any great length, but still the few papers that were presented were of inestimable value to those who had the pleasure of hearing them.

Agreeable to the plans of the organization, the matter of discussions on any topic are not released for publication, but the general work that has so far progressed in the organization is covered in detail in this issue of HARDWOOD RECORD.

L. W. Crow of the Mears-Slayton Lumber Company, 1237 Belmont avenue, Chicago, has consented to act as temporary secretary of the association until the board of directors can have a meeting and appoint an active one. The constitution and by-laws are being printed and will be forwarded to a selected list of a thousand lumber sales managers throughout the country, together with application blanks for membership.

At the final meeting of the association on last Friday morning every individual present signed an application to become a member of the association.

It is scarcely within lumber history that an organization has ever started off with as large an attendance, with as much enthusiasm and with as much promise of assisting in the general good of the industry, as has the Lumber Sales Managers' Association. The HARDWOOD RECORD wishes it the utmost success in its effort, as expressed in its constitution, of advancing and promoting the general interests of those engaged in the wholesale marketing of hardwood lumber, by social intercourse and by the opportunity thus afforded of exchanging views and harmonizing diverse interests.

If the Lumber Sales Managers' Association is not a success, it will not be the fault of the live and sane men who have the matter in hand.

Pert, Pertinent and Impertinent

The New Oaken Bucket

How dear to this heart are the scenes of my childhood,
A swagger estate on Long Island's south shore
The smooth shaven lawns and the spick and span wildwood,
The pheasants, the swans and the peacocks galore;
The wide spreading parkland, in perfect condition,
The pools where an orderly cataract fell;
The well-house a dream, in the style that's called mission;
The new oaken bucket that hung in the well
The mission-oak bucket, the silver-bound bucket,
The gold-mounted bucket that hung in the well.

The cottage palatial, of seventeen rooms
The boat house the [illegible] the [illegible] the yawl,
The tennis and squash courts, the [illegible] the stables,
The hounds and the ponies I fondly recall
On each of these items of mine recollection
I love, in the years of my manhood to dwell
And for one I confess an especial affection
The smart *de luxe* bucket that hung in the well—
The quartered oak bucket, the gold-mounted bucket,
The Tiffany bucket that hung in the well

Champagne [illegible] mocked and [illegible] raging;
Indulgence produces a feeling forlorn;
And water, cold water, is best for assuaging
The thirst that [illegible] morn.
And now, when I wake with [illegible] coppers,
And fondle a head with [illegible]
My fancy reverts to that parcel of poppet
And sighs for that bucket that hung in the well—
The silver-lined bucket, the gold-mounted bucket,
The monogrammed bucket that hung in the well

Eucalyptus Promotion



The way the Forest Service looks at it.

Strong Character

Client: I don't mind what wages I pay so long as she is capable.

Registrar: I can assure you, madam, she's capable of anything. London Opinion.

When the doctor tells a man to diet, the patient proceeds to refuse all the things he dislikes.

The man who always pats you on the back is giving your stock a false boom; look out for a slump some day.

The World Over

"Editing a newspaper is a nice thing. If we publish jokes people say we are rattle brained. If we don't we are fossils. If we publish original matter they say we don't give them enough selections. If we give them selections they say we are too lazy to write. If we don't go to church we are heathens. If we do go we are hypocrites. If we remain at the office we ought to be out looking for news items. If we go out then we are not attending to business. If we wear old clothes they laugh at us. If we wear good clothes they say [illegible] get. Now, what are we to do? Just as likely as not some one will say that we stole this from an exchange. So we did." McCune Herald.

Can Handle Bills

Muggins—"Women are gradually usurping the place of men. I heard the other day [illegible] bill collector."

Buggins—"Well, if a woman is as successful in running down a bill as she is in running one up she should be a wonder."—Philadelphia Record.

Organization of Lumber Sales Managers' Association

A call issued by the editor of this paper, the Record, to over one hundred sales managers of prominent hardwood manufacturing and jobbing houses assembled at the Auditorium, Chicago, on Thursday, February 23, and organized a lumber sales managers' association.

The meeting was called to order by Henry H. Gibson, editor of HARDWOOD RECORD. J. W. Taylor, president of the Domestic Lumber Company, Columbus, Ohio, was chosen temporary chairman and Thomas W. Fry, secretary to the Chas. F. Luehrmann Hardwood Lumber Company, St. Louis, Mo., was chosen temporary secretary.

H. H. Gibson read numerous communications received at the office of the RECORD in reply to the call issued. While there were a few suggestions as to the inadvisability of forming such an association, and also objections towards certain features which might arise, the vast bulk of the correspondence showed a strong sentiment in favor of the organization. One of the evils which it was suggested might be combated by organization along correct lines was the excessive padding of stock sheets. While many who had previously signified their intention of being present were unable to attend, the majority of these sent some message showing at least their moral support.

Temporary chairman J. W. Taylor opened the session by introducing general discussion as to the possible merits of a sales managers' association. He pleaded for the formation of an organization of such strength and magnitude that no legitimate concern could afford to remain outside of its ranks. Practically the only notable objection to the organization was voiced in the expression of several of those present that there was a question in their minds as to whether or not the trade is over organized, which would have a tendency to result in a duplication of effort. It was, however, generally conceded that the present associations could not properly handle the many and intricate problems pertaining to every detail of the lumber sales business. The chair suggested that it is not the purpose of the proposed organization to tear down existing codes and rules, but to improve and guide and mold along different lines. In the question of the reports of stock, which it is suggested would be necessary in connection with any efforts for the general good, he contended that a general and public statement was not necessary, but that results could be gotten at completely and satisfactorily by auditing companies or by the Forest Service, without any unnecessary publicity of facts. It was generally considered that with a proper organization conducted in an open manner, more good could be accomplished along certain lines than through any existing association. Among those who spoke were J. W. Mayhew, Chester F. Korn, M. A. Hayward, H. H. Salmon, H. S. Hayden, W. E. Barns, A. C. Wells, M. L. Pease, E. Bartholomew, W. J. Eckman, E. A. Lang, Hamilton Love, J. T. Phillips and W. W. Dings.

Many points of interest were brought out in the general discussion as to the advisability of organizing, and among others it was suggested that the getting together at stated periods might prove valuable as a buying and selling proposition. It was pointed out that there were certain items included in the printed call which might better come under the jurisdiction of some existing association, and it was generally conceded that the organization to be productive of any great good must include a large number of prominent sales managers. The keynote of the sentiment seemed to be co-operation, not only with each other but with other associations.

To bring the matter to issue Hamilton Love moved that the body in session should organize a permanent association, which motion was seconded by M. A. Hayward, of Columbus. The motion was heartily endorsed with a unanimous vote, following which E. F. Dodge of Chicago moved that the chair appoint a committee to draw up a draft of a constitution and by-laws. The chair appointed W. W. Dings, E. F. Dodge, J. T. Phillips, A. C. Wells and W. J. Eckman, who convened immediately in an adjoining room.

J. W. Mayhew read the recently adopted code of ethics of the Manufacturers' Association of the United States, and the chair requested that there be a general discussion. It was finally decided that there could be no conclusion reached until the organization was made permanent.

The morning session was closed by the reading of a paper prepared by J. W. Mayhew on the "Handling of Salesmen." One of Mr. Mayhew's suggestions was that after all a salesman is a human being deserving of the consideration of the sales manager who, fortified in his comfortable office against the inconvenience and hardship of life and work on the road, is very apt to criticise, without taking into consideration the many trials and discouragements which usually are responsible for what he deems poor results. Mr. Mayhew outlined in a brief way his system of daily reports covering not only sales, but prospects and reasons for failure. He asked that members ask



A. G. FRITCHEY, CHARLESTON, MISS., PRESIDENT



FREDERICK L. BROWN, CHICAGO, FIRST VICE-PRESIDENT



J. W. TAYLOR, COLUMBUS, OHIO, TREASURER

questions on any phase not clearly defined in their own minds. The discussion which followed brought out a great diversity, not only of sales methods, but of general business systems. Following the discussion the meeting was adjourned for luncheon until 2:30 p. m.

AFTERNOON SESSION

W. W. Dings, chairman of the committee on Constitution and By-laws, took the floor and read first as a whole, and then paragraph by paragraph the draft as prepared by his committee. Each paragraph as read was criticized either favorably or unfavorably and voted upon. While a number of changes were necessary, none were radical, and the work of the committee stood practically as originally compiled. After the final vote, the constitution and by-laws were adopted as a whole. The complete document is herewith printed:



W. W. DINGS, ST. LOUIS, MO., DIRECTOR



JOSEPH J. LINEHAN, PITTSBURG, PA., DIRECTOR



C. A. BIGELOW, BAY CITY, MICH., DIRECTOR

CONSTITUTION

Preamble

The Lumber Sales Managers' Association is organized not for profit but for the purpose of advancing and promoting the general interests of those engaged in the wholesale marketing of lubmer, by social intercourse, and by the opportunity thus afforded of exchanging views, information and harmonizing diverse interests.

Primarily it is believed that this organization by the united action of its members may demand and maintain a high standard of commercial integrity among those engaged in the sale and distribution of lumber.

Article I

NAME, OFFICERS, THEIR DUTIES AND POWERS

SECTION 1. The name of this association shall be the Lumber Sales Managers' Association.

SECTION 2. The officers of this association shall consist of a president, first vice-president, second vice-president, secretary and a treasurer. Said officers shall perform the duties usual to their respective offices with the exception of the secretary, who shall act under the direction of the Board of Directors.

SECTION 3. The Board of Directors shall be composed of the officers of the association, excepting the secretary, and six other members to be elected by the organization, two to serve for one year, two for two years and two for three years, and shall have entire control of its affairs. At each annual meeting two directors shall be elected to serve for three years in the place of those whose terms have expired. No moneys in excess of fifty dollars ($50) shall be expended or appropriated by the Board of Directors without the [illegible] of the majority of its members present at any regular meeting.

SECTION 4. The directors and officers with the exception of the secretary shall be elected at the annual meeting [illegible] year or until their successors are elected and qualified. The secretary shall be appointed by the Board of Directors.

SECTION 5. A quorum at [illegible] shall consist of not less than thirty members. The Board of Directors shall elect directors and officers to fill any vacancies that may occur, to hold office until the next annual election. A quorum shall consist of not less than six of the Board of Directors.

Article II

MEMBERSHIP

SECTION 1. Any individual or firm engaged in the wholesale marketing of lumber shall be eligible to membership.

SECTION 2. No individual or firm shall be proposed for membership without the endorsement of at least three members of the association. All elections to membership shall be by secret ballot and an affirmative vote of two-thirds of those present shall elect.

SECTION 3. The Board of Directors shall have power to suspend or expel for just cause any members of the association by vote, charges to be made in writing and signed by the complainants. Such person shall be given an opportunity to appear before the Board of Directors in his own defense before final action is taken.

Article III

NOMINATIONS AND ELECTIONS

SECTION 1. The election of officers shall be conducted by ballot after regular nominations have been made by a nominating committee of five members to be appointed by the chair, with the privilege of additional nominations from the floor. A majority of the votes shall be sufficient to elect.

Article IV

MEETINGS

SECTION 1. The regular meetings of this association shall be held as follows:

The annual meeting shall be held on the third Thursday of February of each year.

The semi-annual meeting shall be on the third Thursday of July of each year.

The place of meeting shall be designated by the Board of Directors and notice given at least two weeks in advance, notice to be furnished by the secretary.

Special meetings may be called by the secretary under instructions from the Board of Directors at any time deemed advisable, due notice to be given by mail to members two weeks in advance.

BY-LAWS

Article I

DUTIES OF OFFICERS

SECTION 1. The President or, in his absence, one of the vice-presidents shall preside at all meetings of the association.

SECTION 2. The Secretary shall keep a record of proceedings of all meetings of the association and of the Board of Directors, and of all matters concerning the association under the direction of the Board of Directors.

SECTION 3. The Treasurer shall have charge of all funds of the organization and shall have charge of [illegible] claims duly approved by the president and secretary, and shall make a report of receipts and disbursements at each annual meeting and to the Board of Directors, as may be required.

Article II

STANDING COMMITTEES

SECTION 1. The President shall annually appoint the following standing committees of five members each from the general membership, namely:

Trade Ethics and Terms of Sale.
Inspection and Advertising.
Credit Information.
Transportation.
Market Conditions.

He shall also appoint from the membership such other committees as occasion may require.

Article III

DUES

SECTION 1. The dues of the association shall be assessed by the Board of Directors and not to exceed twenty-five dollars ($25) per annum payable in advance.

Article IV

DELINQUENCY

SECTION 1. Any member three months' delinquent in the payment of dues shall be dropped from the membership by the Board of Directors.

Article V

ORDER OF BUSINESS

SECTION 1. The order of business of the annual meeting shall be as follows:

First—Reading of minutes.
Second—Reports of officers.
Third—Reports of committees.
Fourth—Unfinished business.
Fifth—Communications.
Sixth—New business.
Seventh—Election of officers.
Eighth—Adjournment.

These articles may be altered or amended by a two-thirds vote of the membership present at any meeting of the association.

MEETINGS OF BOARD OF DIRECTORS

The Board of Directors may hold meetings from time to time on call from the president through the secretary.

It was moved that the chair be instructed to appoint a committee of five on nominations. The following were chosen: W. J. Eckman, W. W. Dings, J. W. Maybew, L. W. Crow and A. C. Wells. They retired for the selection of officers and directors.

F. L. Brown, of the firm of Crandall & Brown, of Chicago, president of the Chicago Hardwood Lumber Exchange, gave an inter

talk on "Sales Cost from a Jobber's Viewpoint." Mr. Howe expressed a sentiment favorable to an elastic price list. His talk is herewith reproduced:

Sales Cost from the Jobber's Viewpoint

The question which has today presented itself to you for discussion has claimed the attention of the most enlightened and constructive thinkers in the lumber trade at various times in the past, both in convention and through the trade press. Concerted action after a general discussion of suggestions advanced by representative men from so wide a range of territory, men actuated by similar motives, is always profitable, and when such consideration is indulged in by sales managers, it touches the most vital part of the lumber industry.

A certain volume of business must be done by every individual or firm to defray the fixed expenses contingent upon the carrying on of any business. These sales add nothing to the visible income, but when the point of overflow is passed, it is a surplus sold above this amount that makes profits, adds to the bank account and cancels the outstanding bills when such sales have been made at a minimum cost for the maximum price.



J. GIBSON McILVAIN, JR., PHILADELPHIA, PA., DIRECTOR

The question which I have been asked to discuss is not a new one. The cost of sales as viewed by a jobber includes many features bearing upon the following six factors:

1. The manufacture of lumber.
2. The product itself.
3. The demand for this particular product.
4. Methods of advertising.
5. Salesmen.
6. (Most important) The sales manager.

Careful and intelligent consideration of these factors in connection with the cost of sales of lumber is of more importance in similar commercial pursuits than actual production.

Let us consider each of these factors briefly in this connection. We have all learned by experience that when we have an article of good quality, well manufactured and of high grade, when properly introduced it will sell itself at a premium, with small sales cost to the jobber. Considering this question purely from a lumber point of view, the selling cost contingent upon the marketing of a certain quantity of lumber increases and the margin of profit shrinks directly in proportion to a decreasing quality of manufacture and grade. Of considerable importance in itself and closely allied with the manufacture of lumber, is the manner in which it is handled and transported.

Now as to the product itself and the demand for it. Primarily it must be introduced to the direct consumers and must be suited as nearly as possible for their own particular requirements. Further, this introduction must be made when there is a present or an anticipated need. We are constantly seeking to place our products with the consumers where we find least resistance and at the same time with those whose credit is commensurate with their requirements.

Now we come to the salesmen who represent the sales manager, and we might say, is a projection in a sense of a sales manager. Every fiber of the salesman's makeup enters into the cost of sales. His habits, his industries, his ambition and his integrity are perhaps the most salient points to consider. When he is on duty his time belongs to his employer and not to the gratification of any of his personal tendencies. If he is ambitious for the future success of his department he will not overlook the fact that his statements concerning the product which he offers must coincide with the quality of the stock when delivered. Every time a salesman secures an order that is filled to the satisfaction of the customer he helps to reduce the sales cost of that product in so far as the customer will not require the same amount of argument when he finds that he can place confidence in the salesman whom he naturally considers as a personal representative of the sales manager and hence of the concern itself. If the salesman is a man who thinks and takes advantage of every opening and circumstance which presents itself, or which he can discover for the furthering of his employer's interests, and takes special pains to see that his employer receives the full benefit of his discovery, he will not only be strengthening himself personally and his future prospects and usefulness, but will at the same time leave behind him a trail of confidence, which is the underlying principle upon which commerce is founded in connection with the goods he is marketing.

The last and most important factor which enters into the cost of sales as I have analyzed the question is the sales manager. As already stated, he is the man who must, by his tact, ingenuity, integrity and knowledge of the business and of the articles which he is marketing, find a man who wants these products and create within the mind of that man a desire for this particular line. Insofar as he succeeds in bringing this about, he succeeds as a sales manager. His temperament, his tact and his intelligence are of vast importance, for it is an expensive thing to allow the mail to carry a hasty word or an impassioned statement which often costs not only the immediate sale in question but jeopardizes all future business.

The cost of sale, therefore, in its final analysis as viewed by a jobber, includes the human element of character. That industry which is successful in maintaining a force of men with high ideals and a strict sense of right and wrong, is the concern whose cost sales will be lowest and margins highest.

The president then introduced Hamilton Love, of Nashville, who spoke as follows relative to the hardwood code book which he recently compiled in the interest of the hardwood lumber trade.

Mr. Love's Talk

For fifteen years I have been sales manager of one hardwood house, and during all of this time I have wrestled with the telegraph codes in vogue. I have all along keenly felt the need of a code that was in universal use and one that was simple to a maximum degree—one that could be understood by the most ignorant saw mill men, convenient for the busiest sales manager and one that could be carried in the pockets of traveling salesmen and buyers. About a year ago I worked out such a code, confining same exclusively to the hardwood branch of the lumber industry and published an edition of 2,000 copies at quite a little expense. Realizing that it would be of little value unless it was universally used, I selected after much red tape a list of 1,200 prominent manufacturers, dealers and users of hardwoods in this country and Europe and wrote each one a letter, giving them a prospectus of the hardwood code and told them that, unless they objected in the meantime, I would publish their names in the book as users. When the book was published I would send them a copy and if it looked good to them they could send me the price, which was really nominal—$3.50—but if for any reason they did not care to pay the price there would be no charge, but they were to agree to accept the book free of charge and use same when the opportunity presented itself. This was necessary in order to keep my records complete and make the list of users in the book bona fide, so as to avoid any possible confusion.

Well, for reasons of their own, 750 accepted my free offer and they were presented with their copies gratis and no questions asked. Not one of the 750 made any adverse comment on the work, but practically all of them endorsed it. The rest of them paid for the books, but on the whole "I came out in the hole" financially, but I obtained the object sought, viz.: getting into universal circulation a code that was practical, concise and one that would be of much use to the busy hardwood lumberman.

Since the issue a great many of those 750 have not only paid for the books, but have written very complimentary letters regarding the work. I am just about even on the proposition now, but in order to keep up the cause I will have to have a new edition printed soon, which will be an additional expense, and it will take some time to get back even again. I am not complaining about this and only give these facts to show that the whole proposition is not one designed for profit, but really for the benefit of the hardwood trade.

I still stand ready to give any new firm, not on the list of users, a copy of the code free of charge if they are not willing to pay for it.

I do not want to be placed in the attitude of running down the other codes or coming in competition to them. They are all right if you have the time and patience necessary to use them. My only adverse comment is that they are too complete and therefore cumbersome and unhandy. Every one of you as practical sales managers and business men, know the disadvantages of the larger codes. The Western Union code, for example, has 100,000 words or one hundred times as many as the Hardwood code. The Telecode has over 61,000 and the Universal probably 75,000. Besides these codes contain many intricate tables and complicated keys and other enigmas to worry your brain while you are trying to formulate or translate a message. It is also impractical for a traveling man to carry one of these large books around with him. All of you are familiar with these details, so I do not believe that further comment is necessary on these points.

The Hardwood Code is a pocket edition and contains exactly 987 words and every one of them are familiar, English dictionary words, recognizable by even the most unsophisticated telegraph operator, and the chances of error in transmitting messages is minimized; quite in contrast to the other codes, whose compilers, it seems, tried to select the most outlandish code words in the dictionary, and an operator has to be a pretty good disciple of Noah Webster to transmit or receive them correctly.



CHESTER F. KORN, CINCINNATI, O., DIRECTOR

Every one of you knows the advantages of using a code. Aside from the great saving in telegraph tolls, there is the advantage of secrecy and privacy in transmitting your business by wire. This is not such an important factor in the larger cities, but it is sometimes a great advantage where the message is sent from or received in a small town, where it may be to your interest to keep the information contained in the message away from the telegraph operator, who might possibly be a friend of your competitor.

The Night Letter service has cut down to some extent the use of telegraph codes, but when you consider that in this service you have to wait from twenty-four to forty-eight hours for telegrams to pass, it is not of much use to one wanting quick action.

Until the end of time telegraph codes will be used by lumbermen, and in this enlightening age, where we live a week in a day, lumbermen are using the wires twenty times more than they did twenty years ago. Stocks of all kinds, in the hands of shippers, are uncertain; wholesalers do not want to sell something they are not sure of furnishing at a profit, and consequently they are using the wires to locate the stock and secure prices before definitely accepting an order from

their customer. Consumers figuring on jobs are in the same position and are using the wires more frequently.

Under these circumstances it is apparent that it is to the advantage of the hardwood trade to agree on one telegraph code. It will save expense, save trouble and avoid confusion. To my mind it is just as essential as a uniform sales code or uniform inspection, and a thousand times less trouble to accomplish.

The Hardwood Manufacturers' Association of the United States at its annual meeting in Cincinnati this month, unanimously endorsed the Hardwood Code and urged its exclusive use by all members.

As I have said before, the Hardwood Code is already in universal circulation, being in the hands of ninety per cent of all hardwood manufacturers and dealers in America and has a large circulation abroad. It is being used daily by more hardwood lumbermen than any other code and taking all of these facts into consideration, I see no reason why it is not the logical telegraph code for hardwood lumbermen.

After Mr. Love's talk the Nominating Committee reported through W. J. Eckman, chairman, that it recommended the election of the following officers:

President, A. G. Fritchey, Lamb-Fish Lumber Company, Charleston, Miss.

First vice-president, F. L. Brown, Crandall & Brown, Chicago.

Second vice-president, J. T. Phillips, Diamond Lumber Company, Green Bay, Wis.

Treasurer, J. W. Taylor, Domestic Lumber Company, Columbus, Ohio.

Directors for three years: W. W. Dings, Garetson-Greason Lumber Company, St. Louis; Hamilton Love, Love, Boyd & Co., Nashville.

Directors for two years: C. A. Bigelow, Kneeland-Bigelow Company, Bay City, Mich.; J. J. Linehan, Linehan Lumber Company, Pittsburg.

Directors for one year: J. Gibson McIlvain, Jr., J. Gibson McIlvain & Co., Philadelphia; C. F. Korn, Farrin-Korn Lumber Company, Cincinnati.

It was moved that the secretary cast the unanimous ballot in accordance with the report of the committee, which he did, and then escorted President Fritchey to the chair.

The new president reopened the question of Hamilton Love's code book, and following a general hearty endorsement of that code by its many users, a motion to endorse it as a body was made, seconded and adopted, after which the meeting adjourned to 9:30 Friday morning.

FRIDAY MORNING'S SESSION

The adjourned meeting was called to order at 10:00 a. m. on February 24, with President Fritchey in the chair.

The president announced the appointment of the following committees:

Trade Ethics and Terms of Sale

J. W. Mayhew, Columbus, O., chairman.
W. B. Hay, Cincinnati, O.
A. C. Wells, Menominee, Mich.
C. A. Bigelow, Bay City, Mich.
L. W. Crow, Chicago, Ill.

Exploitation and Advertising

M. E. Thomas, Cadillac, Mich., chairman.
A. P. Steele, Sardis, Miss.
T. S. Estabrook, Chicago, Ill.
C. L. Harrison, Cape Girardeau, Mo.
M. A. Hayward, Columbus, O.

Transportation

H. S. Hayden, Chicago, Ill., chairman.
I. F. Balsley, Pittsburg, Pa.
E. A. Lang, Chicago, Ill.
Van B. Perrine, Ft. Wayne, Ind.
Ralph McCracken, Cincinnati, O.

Credit Information

C. M. Clark, Cincinnati, O., chairman.
Chas. E. Dickinson, Memphis, Tenn.
Herbert E. Sumner, New York, N. Y.
C. E. Ingalls, Chicago, Ill.
Chapin L. Barr, Philadelphia, Pa.

Market Conditions

J. W. Taylor, Columbus, O., chairman.
Thos. W. Fry, St. Louis, Mo.
Fred W. Mowbray, Cincinnati, O.
F. J. Roys, South Bend, Ind.
Hugh McLean, Buffalo, N. Y.

On motion, L. W. Crow, of the Mears-Slayton Lumber Company, 1237 Belmont avenue, Chicago, was appointed temporary secretary to relieve Thomas W. Fry, until the board of directors could arrange to engage a permanent secretary.

On motion, a committee on membership consisting of all the visitors present at the conference, was appointed.

On motion of J. W. Mayhew, the board of directors was instructed to have the constitution and by-laws issued in printed form, and send them to a selected list of at least a thousand sales managers throughout the country, to be accompanied by an application blank and a letter of transmittal requesting their membership.

The constitution and by-laws were circulated among those present at the morning session, and the application for membership of all present was secured.

The secretary read additional applications for membership from F. J. Roys, of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., and from Wm. N. Coulson, of Lee, Wilson & Co., Memphis, Tenn., who were not present.

J. W. Taylor, of Columbus, Ohio, presented the following paper:

Mr. Taylor's Paper

The period of handling lumber office work by recording most transactions on backs of envelopes and scraps of paper, and filing those that do not blow out of the window, in a sugar barrel, has passed into history, and registers a period in the lumber industry along with the practice of measuring lumber merchantable with a tape line; the buyer taking whatever his conscience and the seller would allow him to take in the way of grade and measurement. We think there is yet room for improvement in the matter of practical and attractive forms to be used in connection with lumber trade, the use of which will bring results, for instance:

We have in hand a number of forms that we use in connection with our business, that are at least some improvement over the old envelope methods:

1, order memorandum; 2, purchase memorandum; 3, order acknowledgment; 4, freight claim form; 5, shipping order; 6, invoice form; 7, freight debit; 8, remittance form; 9, monthly statement form; 10, sales book form; 11, sales ledger form; 12, complaint report; 13, stock list form; 14, customer's requirements; 15, delivery notice; 16, quotation record; 17, record of stock wanted; 18, record of accounts; 19, loose leaf salesmen's price stock and instruction form.

We think this body of lumbermen could afford to consider the standardizing of many forms and arrange with one print shop to produce them in large quantities at a considerable saving in cost, as compared with the single-handed way of buying them as followed by individual firms.

Speaking of the word "form," as it is used to express shape, much could be said on that subject. It does not properly apply to the subject up. We, however, feel sorry for "the man who hath no form nor comeliness."

Speaking of the verb "form," will state, we firmly believe in the need of keeping ourselves and our men in good form, especially those that come under the sales department. Many sales managers and many salesmen defeat their own ambitions by not getting in and keeping in form when they have important matters before them, which means their keeping in form every hour of every day. The selling of lumber is more of a science than the average man realizes, and no man can make a maximum success at this work who does not keep [illegible] with a high degree of alertness and earnestness while he is at it. I would much rather pay the two dollars an hour salary and expenses our average man draws for six hours that they lay by getting themselves in form than to have them go against a lot of men out of form mentally and physically.

Most men carry a lot of weeds in their physical form and thistles in their mental form, and they are poor farmers. Neither of the above will bear a satisfactory crop.

The reason that Paderewski is the champion piano player of the world is that he knows his business every inch of the way and keeps himself in physical form by daily practicing a regular prize fighter's training course, and keeps himself in mental form by intensely playing the piano eight hours every day.

The only patent there is on conducting a successful hardwood business is seeing that everybody connected therewith keeps in form and works intensely at least nine hours a day.

We suggest the advisability of appointing a committee on forms and their drawing from different members of the trade and expert accountants, samples of their forms that said committee can analyze same, and recommend the most practical and desirable ones for members' use, and would also suggest that their conclusion be published in the Hardwood Record as a matter of education to the trade at large.

The meeting then adjourned.

The attendance was as follows:

Attendance

W. R. Anderson, packages, Milwaukee, Wis.
L. P. Arthur, Payson-Smith Lumber Co., Chicago.
F. M. Baker, Hardwood Mills Lumber Co., Chicago.
E. W. Bartley, Racine Lumber & Manufacturing Company, Racine, Wis.
J. D. Bolton, Chicago.
E. Bartholomew, John B. Ransom & Co., Nashville, Tenn.
W. E. Barns, St. Louis Lumberman, St. Louis, Mo.
S. C. Bennett, Hardwood Mills Lumber Co., Chicago.
O. W. Brightman, Bird & Wells Lumber Co., Wausaukee, Wis.
F. L. Brown, Crandall & Brown, Chicago.
G. H. Bulgrin, Quixley & Bulgrin Lumber Co., Chicago.
R. A. Chambers, Enochs-Chambers Lumber Co., Jackson, Miss.
O. F. Crane, W. B. Crane & Co., Chicago.
Clarence Christiansen, Christiansen Lumber Co., Chicago.
W. T. Christine, American Lumberman, Chicago.
J. J. Cochran, J. J. Cochran Lumber Co., Chicago.
O. E. Crawford, Crawford Lumber Co., Chicago.
L. W. Crow, Mears-Slayton Lumber Co., Chicago.
E. H. Defebaugh, The Barrel & Box, Chicago.
F. S. DeWitt, Estabrook-Skeele Lumber Co., Chicago.
C. F. Dickinson, E. Sondheimer Co., Memphis, Tenn.
W. W. Dings, Garetson-Greason Lumber Co., St. Louis, Mo.
J. W. Dickson, J. W. Dickson Lumber Co., Memphis, Tenn.
E. F. Dodge, Chicago.
B. F. Dulweber, John Dulweber Lumber Co., Cincinnati, O.
W. J. Eckman, M. B. Farrin Lumber Co., Cincinnati, O.
Wm. A. Eagel, Chicago.
E. L. Edwards, Edwards Lumber Co., Cincinnati, O.
T. W. Fry, Chas. F. Luehrmann Hardwood Lumber Co., St. Louis, Mo.
A. G. Fritchey, Lamb Fish Lumber Co., Charleston, Miss.
H. H. Gross, Hayward & Bates, Columbus, O.
W. B. Hay, Wiborg & Hanna, Cincinnati, O.
J. H. Holloway, Schultz-Holloway & Co., Chicago.
Harry R. Humphrey, Hadentine Lumber Co., Philadelphia.
Hugh S. Hayden, Hayden & Wood Lumber Co., Chicago.
Paul Hagemeyer, Tennessee Lumber & Coal Co., Cincinnati, O.
S. P. C. Hostler, Chicago.
M. A. Hayward, The Burt & Brabb Lumber Co., Columbus, O.
J. S. Hurd, Chicago.
E. H. Klann, Chicago.
Chester F. Korn, Farrin-Korn Lumber Co., Cincinnati, O.
Charles H. Law, J. W. Wells Lumber Co., Menominee, Mich.
Hamilton Love, Love, Boyd & Co., Nashville, Tenn.
E. A. Lang, Paepcke-Leicht Lumber Co., Chicago.
L. B. Lesh, Lesh & Matthews Lumber Co., Chicago.
J. R. [illegible], Love, Boyd & [illegible] Co., Nashville, Tenn.

[illegible]
W. H. Mershon, [illegible] Saginaw, Mich.
Kitchen & Co., Ashland, Ky.
[illegible]
[illegible]
T. A. Moore, T. A. Moore Lumber Co., Chicago.
George B. Osgood, Lamb-Fish Lumber Co., Charleston, Miss.
E. L. Page, American Forest Co., St. Louis, Mo.
F. B. Pryor, W. M. Ritter Lumber Co., Columbus, O.
M. L. Pease, Galloway-Pease Lumber Co., Saginaw, Mich.
Van B. Perrine, Perrine-Armstrong Co., Fort Wayne, Ind.
J. T. Phillips, Diamond Lumber Co., Green Bay, Wis.
F. B. Robertson, Anderson-Tully Co., Memphis.
H. B. Ross, Flanner-Steger Lumber Co., Chicago.
H. H. Salmon, H. H. Salmon & Co., New York City.
H. E. Schadt, The Hyde Lumber Co., South Bend, Ind.
F. B. Sprague, Chicago.
J. A. Strack, Chicago representative Hugh McLean Lumber Co. of Buffalo.
A. M. Todd, Chas. F. Luehrmann Hardwood Lumber Co., St. Louis, Mo.
J. W. Taylor, The Domestic Lumber Co., Columbus, O.
G. Von Platen, Boyne City, Mich.
Wm. Wagstaff, Oshkosh, Wis.
A. C. Wells, J. W. Wells Lumber Co., Menominee, Mich.
J. L. Wells, Girard Lumber Co., Dunbar, Wis.
J. C. West, Midland Lumber Co., Parkersburg, W. Va.
Charles Westcott, Hayden & Westcott Lumber Co., Chicago.
L. H. Wheeler, Wheeler-Timlin Lumber Co., Wausau, Wis.
J. N. Woodbury, J. A. Reitz & Sons, Evansville, Ind.
F. N. Worley, East Union Lumber & Manufacturing Co., Hammond, La.

Amalgamation Endorsed by Chicago Wholesale Lumber Dealers' Association

A most quiet but interesting meeting of the Chicago Wholesale Lumber Dealers' Association was held at the Union League Club on Tuesday, February 14. The main topic of discussion entered into was that of amalgamation of the three Chicago lumber associations, namely: The Chicago Hardwood Lumber Exchange, the Chicago Wholesale Lumber Dealers' Association, and the Lumbermen's Association of Chicago. The usual enjoyable luncheon preceded the meeting.

President Thornton, chairman of the amalgamation committee, which was appointed about a year ago to consider the scheme of consolidation, said the consensus of opinion was that great benefits would be gained by the plan; that there would be little question of the extensive possibilities of the combined strength of the three organizations in reaching questions of general interest and making itself felt in many lines. Mr. Thornton cited the fact that in other large cities surrounding Chicago the lumbermen were united in one body of either clubs or associations, but in Chicago alone, the greatest American market and the greatest American city, they were divided into several parts; that the work of one committee, instead of the joint and cumbersome work of three, would be a great deal more effective in its efforts. Continuing he said: "In the minds of many members, among the greatest benefits of our present organizations are the opportunities offered for good fellowship, and the forming of desirable business acquaintances. Such facilities could be greatly broadened and increased under the consolidation plan, as with a large membership adequate club rooms could be provided to which the members would be daily attracted, and if it were decided to eventually incorporate some of the allied interests, such as are suggested in the report of the committee, members would have an opportunity to become acquainted with their customers, and so to increase their sales. The effect of this would be to send the manufacturers to us rather than to the consumers. Through the employment of a thoroughly competent secretary we would be able to establish a credit exchange or clearing house among members."

Mr. Thornton also suggested having a large bulletin board similar in style to that of the Board of Trade, where the surplus stock, as well as immediate wants of members, could be posted. The secretary could also work out a system of credit reports, which, of course, would be within the law.

The Lumbermen's Association of Chicago was the name recommended by the committee, under which the three associations would consolidate. This, if accepted, would enable the association to derive all the benefits named in the charter of the Lumbermen's Association of Chicago, which was granted in 1869. By this charter the association would be able to maintain a bureau of inspection, which would be for the convenience of all members of the association. This feature could best be worked out by hiring inspectors to complete this matter, and have a salary guaranteed, if necessary, in part by the association as warrant of their constant employment. On the matter of hardwoods it would be best to employ resident inspectors.

The proposed by-laws, which were prepared with a great deal of thought on the part of the joint committees, were then read by Mr. Thornton as follows:

ARTICLE I

The name of the association shall be "The Lumbermen's Association of Chicago."

ARTICLE II OBJECT

The objects of this association shall be to promote the general welfare of the lumber trade of Chicago; to foster such trade and commerce; to reform abuses in such trade or business; to secure freedom from unjust or unlawful exactions; to produce uniformity and certainty in the customs and usages of said trade and those engaged therein; to acquire, preserve and disseminate valuable business information among its members; to settle differences, by arbitration or otherwise, in which its members may be involved, and to promote a more large and friendly intercourse among them.

ARTICLE III MEMBERSHIP

Section 1. Any person, firm or corporation who were on ———— members in good standing of either the Lumbermen's Association of Chicago, Chicago Hardwood Lumber Exchange or the Chicago Wholesale Lumber Dealers' Association, of which this association is a consolidation, shall ipso facto be members of this association.

Section 2. Any person, firm or corporation, domiciled in Cook county, Illinois, engaged in or interested in the lumber trade or its products, who may be passed upon as eligible by a majority vote of the Board of Directors, may become general members of this association by subscribing to the constitution and by-laws and paying the (membership fee and) annual dues provided for hereinafter.

Section 3. Persons, firms or corporations engaged in the lumber trade, who have no office or representative in Chicago, may be eligible for non-resident membership in this association. The procedure of such applicants shall be the same as for resident members. Nonresident members shall enjoy all the privileges of the association except the right to vote and hold office.

Section 4. Any member desiring to withdraw from the association shall present his resignation to the board of directors. In no case shall same be acted upon by them until all pending charges have been adjusted and all indebtedness to the association has been paid.

ARTICLE IV DIVISIONS OF MEMBERSHIP

Section 1. The membership shall be divided into divisions for the purpose of giving the members whose interests are identical an opportunity of handling and controlling all matters which are of peculiar interest to their branch of trade.

Section 2. The divisions shall be as follows:

First—Pine yard dealers having yards in Cook county, Illinois, handling coniferous woods of any or all varieties.

Second—Hardwood retail yard dealers having yards in Cook county, Illinois, handling hardwoods of any and all varieties.

Third—Hardwood wholesalers, car or cargo lot dealers.

Fourth—Pine wholesalers, those handling any or all varieties of coniferous woods, in car or cargo lots.

Fifth—Manufacturers of lumber having headquarters in Chicago.

Sixth—Commission salesmen.

Seventh—General members.

Section 3. Should any other divisions be necessary they shall be provided for by an amendment to the by-laws as hereinafter provided. Any member after being duly elected by the Board of Directors may apply to the Executive Committee of one or more of the divisions with which he is entitled to affiliate, and become an active member thereof by a majority vote of the said Executive Committee.

Section 4. Each division shall elect annually an Executive Committee of three to five, according to the membership (one of whom shall be elected chairman) and who shall control the work of the division of which they are a part, and have the power to appoint any committee that may be necessary to carry on the work of the division. The chairman of such Executive Committee shall, by virtue of his office, be a director of this association.

Section 5. Each Executive Committee shall have complete control over all matters pertaining exclusively to its branch of trade so far as the same does not conflict with the interests of any other division, in which case, if the divisions affected are unable to agree upon the subject the same shall be referred to the Board of Directors for settlement.

ARTICLE V GOVERNMENT AND ELECTIONS

Section 1. The affairs of this association shall be managed by a board of not less than five nor more than thirteen directors. The chairman of the Executive Committee of each division of the association, by virtue of his office, is hereby constituted a director of the association. A majority of the members of the Board of Directors shall constitute a quorum for the transaction of business, notice of the meetings having previously been given by mail or in person to each director.

Section 2. The officers of the association shall consist of a president, vice-president, secretary and treasurer. The president and vice-president shall be elected annually by and selected from said Board of Directors, and the said Board of Directors shall appoint the secretary and treasurer and may require of each proper bonds and securities for the faithful performance of his duties.

Section 3. There may be chosen each year by ballot six members of the association, who shall hold their office for one year and shall constitute the Committee on Arbitration.

Section 4. There shall be chosen each year by ballot six members of the association, who shall hold their offices for one year and shall constitute the Committee on Appeals.

Section 5. The annual election for division Executive Committees, Executive Committee chairman, Committee on Arbitration and Committee on Appeals, etc., shall be by Australian ballot, and shall be held on the third Monday in March of each year, and the term of office shall commence on the fourth Monday in March of each year.

Section 6. The Board of Directors shall appoint a Nominating Committee, two months prior to election, whose nomination shall be posted on the bulletin board two weeks before election.

Members' tickets may be voted on if posted one week before election and signed by ten or more members.

The nominations for division officers shall be governed in the same way except that the Ex-

ecutive Committee shall appoint the Nominating Committee.

ARTICLE VI—DUES.

Section 1. The annual dues for general membership in this association shall be $4, payable semi-annually in advance.

Section 2. The Executive Committee of any division shall raise from time to time whatever further sums may, in its judgment, be necessary to meet the expenses of said division by assessing the same upon its members.

Assessments for divisions having yards or factories shall be levied in proportion to the amount of business done by them, respectively, the Executive Committee to be the judges from the best obtainable information of the amount of business done, and this assessment to be binding on all members of said divisions.

Assessments on the remaining subdivisions shall be pro rata.

When any assessment is made it shall be considered due, and any member refusing or neglecting to pay same within thirty (30) days thereafter shall be reported to the Board of Directors, upon whose order the delinquent members shall be dropped from membership.

In addition to the other by-laws, rules and regulations will be required, but these are sufficient at present to outline the plan herein respectfully submitted for your consideration.

Some discussion was entered into by James M. Attley, W. A. Herbert, H. D. Welch and George D. Griffith, all of whom seemed to be much in favor of consolidation.

A motion was then made by F. B. McMullen to refer the report to the directors and have that body give its opinion on the matter at the next meeting.

F. L. Brown, president of the Chicago Hardwood Lumber Exchange, was then asked to give a short brief of his views on the subject. He went thoroughly into the work accomplished by the joint committee of the three associations and expressed the opinion that if the consolidation scheme were carried through the concerted action of the three associations as one body would be sure to help every lumberman in Chicago. He stated that dividing the association into subdivisions, each caring for its own special line and each having a representation on the board, would make impossible any minority rule, as has been the fear of a number of lumbermen. On the whole, he stated, if the plan is carefully worked out, it would have its influence on the trade and would have a tendency to extend everyone's business.

Secretary Hooper, S. E. Barwick, representative of the Long-Bell Lumber Company, and Addis J. Brown of the K. Sawyer Goodman Company, then expressed their views, after which the various committees submitted their reports.

The meeting then adjourned.

Those present were:

J. M. Attley, J. M. Attley & Co.
F. M. Baker, Hardwood Mills Lumber Company.
S. E. Barwick, Long-Bell Lumber Company.
S. C. Bennett, Hardwood Mills Lumber Company.
F. L. Brown, Crandall & Brown.
Addis J. Brown, K. Sawyer Goodman Company.
A. F. Bacon, Brown-McElwoods Lumber Company.
C. L. Cross, C. L. Cross.
E. H. Dalbey, Dalbey Lumber Company.
H. B. Darlington, American Lumberman.
P. Ford, Ward Lumber Company.
A. D. Gillis, Gillis & Co.
M. Gregertsen, Great Southern Lumber Company.
George D. Griffith, George D. Griffith & Co.
F. J. Hathway, Hathway Lumber Company.
W. A. Herbert, W. A. Herbert & Co.
E. E. Hooper, Lumbermen's Association of Chicago.
H. B. Kehoe, Gillis & Co.
J. C. McLachlin, Frost-Johnson Lumber Company.
F. B. McMullen, Fullerton-Powell Hardwood Lumber Company.
C. E. McLean, Chicago Car Lumber Company.
George T. Mickle, George T. Mickle Lumber Company.
S. A. Nourse, S. A. Nourse & Co.
T. D. Phillips, McShane Lumber Company.
Francis J. Pike, Pike-Dial Lumber Company.
Mark Porter, Frank Porter Lumber Company.
A. H. Ruth, G. W. Jones Lumber Company.
Carl Saye, McLeod Lumber Company.
W. L. Serrell, W. L. Serrell.
E. A. Thornton, E. A. Thornton Lumber Company.
J. C. Ulrich, Chicago Car Lumber Company.
H. D. Welch, Chicago Lumber & Coal Company.
Charles Westcott, Hayden & Westcott Lumber Company.
J. S. Wyne, HARDWOOD RECORD.

Utilization of Hardwoods

ARTICLE XLIX

STORE FIXTURES

Modern methods in store-keeping have been responsible for the demolition of the old idea that cases and fixtures generally were intended only to hold the merchant's stock of goods. Live ideas have been introduced, and the retailer of today realizes that in order to get and hold trade he must have an attractive store. Nothing makes for this more than handsome fixtures of substantial construction, such as delight the eye and at the same time offer better facilities for the display of merchandise than the tradesman of the old school ever dreamed of.

The result of the constant advice to the retailer to furbish up, add new and modern fixtures and get in line with the best ideas of salesmanship has been the constant development of an industry which is now among the important consuming trades of the country. That is the industry devoted to the manufacture of store fixtures. Millions of feet of hardwoods go into the construction of tables, cases and other fixtures used in the store, and the business is increasing at such a rapid rate that it deserves careful attention on the part of the hardwood man.

In spite of the fact that store fixtures are protected from the weather and therefore would possibly offer opportunity for the use of soft woods, the manufacturers confine their attention entirely to the production of fixtures made of hardwoods. Owing to the fact that much ornamentation goes into the wood, it is necessary that the grooves, channels and joints be made without the danger of splitting or warping, and hardwoods are, of course, preeminently fitted for use in this way.

Another good reason for the use of hardwoods is that the better grades of store fixtures require the addition of a high polish, and they, of course, are better adapted to this than any other variety of material. Polishing is done almost entirely according to the specifications of the consumer, and two or three coats of varnish, with rubbing and sandpapering following each, are frequently applied.

The extent of the consumption of lumber in this trade is hard to estimate, because of the fact that the members of the industry are not closely organized and have no means of keeping tab on the operations of each other. A plant of average size, which was recently visited by a representative of the HARDWOOD RECORD, consumes 500,000 feet of lumber a year, and it is therefore safe to estimate that the total consumption runs far up into the millions every twelvemonth.

Practically every hardwood in the market is used for the work to some extent, but the more favored materials are oak, walnut, birch and mahogany. Both quartered and plain oak are used, and while white oak is in demand for this purpose, red oak has been coming to the fore remarkably of late, so that it is likely to be still further pushed, both by the lumbermen and the manufacturers of store furniture.

At present the demand for mission furniture, which assumed almost the proportions of a craze a few years ago, is diminishing rapidly, and it seems likely that this style of work will soon be almost antedated. One feature of this business was that the dark finish given to mission stock covered many defects in the stock, and lower grades of lumber were available which would not stand inspection under ordinary conditions. The decrease in the call for mission furniture, therefore, while a matter of regret to the manufacturer of fixtures, is by no means to be so regarded on the part of the hardwood man, inasmuch as high-grade stock is once more in favor.

This is one of the phases of the business upon which stress should be laid. Good, clear stock is almost a sine qua non in the manufacture of store fixtures, for the consumer is very particular. Realizing that his customers will not accept poor material, the fixture manufacturer is similarly careful in buying, and usually specfies high-grade stock and requires that the inspection coincide with the specification.

The southern states furnish most of the oak consumed, as well as a large proportion of the walnut, while the Northwest is the usual source of supply of birch. Mahogany is purchased through the importers, and the African and Mexican varieties are in almost equal favor for manufacture. The darker varieties seem to be coming into greater popularity than ever.

While practically all of the lumber used in the factory is carefully kiln-dried before being run through the machines, the usual requirement of the lumberman is that it be well seasoned before shipment. Dry stock for work like this is absolutely necessary, of course.

After shipments are received the lumber is stacked and allowed to dry in the air for several months, after which it is sorted according to the needs of certain contracts. A big fixture contract may require half a dozen varieties of wood, and this is all gotten together where it can be handled easily, since each contract is handled separately, as a rule,

work on it passes through the factory as a whole.

The cutting of the [illegible] is the first work which is done. It passes from the cut-off saws to the shapers and on to the jointers, edgers and sandpapering machines, and is operated by skilled workmen, owing to the fact that the grooves and joints must be carefully worked out. The drafting rooms of each factory usually furnish the designs adopted by the purchaser and as each lot of fixtures is determined upon with special reference to the store in which they are to be placed, each contract usually brings up a host of details peculiar to itself. Expert work at the machines in cutting to dimension, shaping and grooving is therefore to be required, and the operators in the factories are experienced men.

After the stock leaves the machines, it goes into the hands of cabinet-makers, who join the unassembled parts, still in their rough state. After the unfinished piece has been set up and carefully inspected, it is knocked down and the parts distributed to the varnish rooms and waxing departments. The care with which the finish is applied is a feature of the manufacturing process, for this determines largely the appearance which the fixtures will make after being delivered for use. The best lumber in the world will not atone for poor sand-papering, varnishing or waxing, and the manufacturer, therefore, insists upon careful work in this department.

After the finishing process, as far as the individual parts are concerned, is completed, they are moved to another room, again to be assembled and inspected. Defective pieces are thrown out, even at this final stage, and duplicates rushed through the factory. In case the work passes the critical eye of the inspectors, the final knocking-down process is gone through and the parts wrapped carefully in burlap, each piece being crated individually. The packing end of the business gives an opportunity for the consumption of a lot of low-grade lumber.

The average man would be surprised to learn how expensive store fixtures may be made. A big department store in one of the larger southern cities was fitted out from basement to loft by a manufacturer, whose bill totaled a figure in the neighborhood of $100,000.

The material for this article was largely supplied by R. Mansfield & Son, 621 East Market street, Louisville, Ky.

G. D. CRAIG, JR.

Veneers

VENEER MATERIAL

The Census Bureau of the Department of Commerce and Labor, Washington, D. C., has issued a preliminary comparative report showing the outlay for veneer material, both domestic and imported woods, during the calendar year 1909. During that year $8,977,516 was expended as against $7,891,431 in 1908 and $6,436,237 in 1907. There were 637 establishments engaged in the manufacture of veneers during 1909, which is an increase of 225 and 267 over the number reporting in 1908 and 1907 respectively.

This industry has grown at a rapid rate during recent years. The showing for 1909 disclosed not only a substantial increase in the [illegible] but also the fact that the industry has extended from thirty states in 1907 to thirty-four states in 1909. Nearly three-fourths of the material consumed during the year 1909 was reported from Illinois, Michigan, Florida, Indiana, Tennessee, Missouri, Arkansas, New York, Virginia, North Carolina and Kentucky, ranking in point of quantity consumed in the order named. Illinois, Indiana, Florida and Michigan alone contributed nearly one-third of the total, showing that the industry is still, to some extent, localized. Although New York, Illinois and Indiana reported but 20.9 per cent of the total quantity of material consumed during 1909, their contribution formed 42.8 per cent of the total cost of all veneer material consumed during that year. This is due directly to the fact that the manufacture of veneers from imported and high-priced cabinet woods, especially mahogany, is to a large extent centered in these states, Illinois alone reporting more than half of the mahogany consumed during 1909, and New York following with nearly one-third. New York led in the consumption of both Spanish cedar and Circassian walnut, reporting more than three-fifths of the total of each of these woods.

The manufacture of veneers has been mainly from imported cabinet woods and to a limited extent from such domestic woods as walnut, oak and birdseye maple. The large increase in the total annual consumption is made up chiefly of domestic woods, which are converted into veneer stock, from which are made baskets, berry crates, packing cases of various kinds, furniture, barrels, etc. It is this branch of the industry which is widely distributed and in which the growth is most rapid.

Among the materials reported as consumed during 1909 are found thirty-six species of domestic woods and eleven of imported woods, which makes a total practically equal to the number of wood species utilized during the same year in the United States as lumber material.

The preliminary comparative summary is printed at the bottom of the first two columns on this page.

WOODS USED IN VENEER STOCK MANUFACTURE 1909, 1908 AND 1907

Kind—	1909 Quantity (thousand feet, log scale)	1909 Cost	1908 Quantity (thousand feet, log scale)	1908 Cost	1907 Quantity (thousand feet, log scale)	1907 Cost
Total	175,981	$8,977,516	182,542	$7,891,431	348,523	$6,436,237
Domestic woods:						
Red gum	129,930	1,444,[illegible]	119,485	1,253,411	102,932	1,068,897
Yellow pine	48,11[illegible]	339,647	42,342	314,008	32,450	269,032
Maple	35,444	417,488	27,886	413,811	28,175	394,914
Cottonwood	40,842	420,392	33,904	464,608	33,174	438,234
Yellow poplar	28,896	601,992	22,898	472,[illegible]	28,764	615,433
White oak	28,742	1,336,527	20,700	982,018	23,872	848,855
Birch	24,643	388,989	17,769	255,036	18,079	281,099
Ash	18,476	148,[illegible]	16,442	150,759	15,097	158,860
Elm	16,254	83,[illegible]62	12,714	205,602	12,615	191,741
Gum	13,715	270,[illegible]96	11,609	233,983	13,561	244,059
Basswood	[illegible]950	137,524	8,515	119,763	4,367	56,164
Hickory	6,661	213,248	4,449	127,354	4,629	148,068
Sycamore	4,104	57,544	5,279	70,944	3,554	35,399
Spruce	4,111	55,662	5,413	74,477	6,060	95,239
[illegible]	[illegible]00	57,091	2,490	47,729	2,818	61,622
[illegible]	[illegible]400	166,452	5,176	313,291	3,952	278,197
Chestnut	1,377	19,279	1,138	14,182	400	5,813
[illegible]	1,[illegible]93	22,541	[illegible]42	17,898		
Dogwood	1,111	16,307	333	5,192	90	1,620
[illegible]	2,[illegible]50	[illegible]002	[illegible]08	39,378	2,290	[illegible]181
Imported woods:						
Mahogany	[illegible]6,057	1,565,598	11,487	1,478,364	6,722	839,695
[illegible]	[illegible]140	473,831	6,558	796,940	3,922	284,115
Mahi	1,025	15,400	1,000	14,000		
Circassian walnut	[illegible]870	257,531	140	15,250		
[illegible]	1,519	65,480	803	10,900	1,000	[illegible]000

Rare Woods for Windows

The panels now being placed in the show windows of H. J. Gutman & Co., of 419 South Fourth avenue, Louisville, Ky., are rich and costly and unlike anything in that city. In fact, there are only two other windows of the kind in the United States.

Forty-seven thousand pieces of rare woods are inlaid in the panels, which are of Circassian walnut imported from the coast of South Africa by the C. C. Mengel & Brother Company. This wood is susceptible to an extremely high polish and rich veneer. The inlaid woods are ebony and holly, the cream color of the latter forming a pleasing contrast to the dark color of the ebony. There are eight panels in each window, each twenty-eight inches in width with a paneled door, also of Circassian walnut and inlaid woods, for entrance. R. Mansfield & Sons, of Louisville, were the designers and veneer workers of this rich woodwork.

The Puyallup Veneer Panel & Door Company of Puyallup, Wash., was recently incorporated with an authorized capital stock of $[illegible].

The David Gilmour Door Company of Buffalo, N. Y., which manufactures veneer doors in gum, oak and birch, has opened an office in the Ellicott Square building. The company's out-of-town trade in the above lines is reported to be showing improvement.

The Buckeye Veneer Company of Helena, Ark., will have its plant in operation at an early date. The machinery is now being installed. The company will make a specialty of manufacturing veneer, but will have the right to manufacture wire-bound boxes, and will install machinery also for this purpose. The plant will give employment to about seventy-five men.

* * *

A new incorporation for Knox county, Tennessee, is the Knoxville Veneer Company, which was recently incorporated with a capital stock of $25,000 by H. B. Lindsay, Robt. S. Young, Chas. H. Smith, W. J. Donaldson and E. Carson.

* * *

The West Virginia Veneer Company of Williamstown, W. Va., was recently incorporated with a capital stock of $30,000 to manufacture veneer boxes, barrels and buckets. The incorporators are: Isaac P. Eddy, C. W. Dowling, W. P. Beeson, J. E. Thompson, N. W. Athey, all of Williamstown.

* * *

The Great Lakes Veneer Company of Munising, Mich., which has recently made many material improvements in its plant, has made another for fire protection. The company recently put in operation one of the best sprinkling systems now in use. The introduction of this system will still further reduce the fire hazard at the plant, and will cause a corresponding reduction in the rate of premium the company will have to pay.

* * *

P. B. Raymond, who for many years has been engaged in the veneer business at Indianapolis, Ind., has equipped a modern veneer plant at Knoxville, Tenn. Mr. Raymond states that timber in Tennessee is plentiful and about 50 per cent cheaper than in Indiana.

Old Days in the Lumber Business

F. O. Clapp of Boston, Mass., who bought lumber in Indiana, Illinois, Kentucky, West Virginia and Tennessee, before the time of the band mill, and who is probably the most widely known lumberman in these states, as well as in the East, where he now resides, was in Ashland and vicinity recently calling on the different mills. While there Mr. Clapp was asked to write something regarding the days of the past in the lumber business and what he thought of the present. In part he said:

"I have often been asked to give a description of my life as a hardwood lumberman. That would be almost impossible, but I will give a few examples of the old-time lumberman's experience, and will say right here that it was a time that tried men's souls and taxed the best of them to the limit. When I think of the days before the band mill came, when we hauled poplar (oak was out of the question) twenty-five, thirty and even sixty miles to the railroad, and the poor man who hauled it could not get over sixty cents a day for himself, team and the lumber thrown in, it seems unreasonable. When he returned to his cabin home he generally had on his wagon about twenty-five pounds of flour, two pounds of coffee and several pounds of sugar, and about ten yards of calico, which not only paid for the hauling, but for the lumber itself. I have bought many a car of poplar squares that were hewed out by hand and hauled sixty miles to the railroad, for $18 a thousand, and when they were put on the market the complaints about them were plenty. They were too short or too long, too large or too small, too green or too dry. If a car ran the gauntlet of this cross fire, and the shipper got out even, he did well. Every inspector was branded a thief (which was not far from right), every shipper a rascal and the wholesaler could be called all this and then some.

"I hardly know where to start with poplar boards. Inspectors were sent out from the city with the understanding that they were to steal enough to pay their salaries and expenses, but it was not put in just these terms. The phrase, 'We expect some nice overruns,' was used, and they generally got them. The writer has seen 8/4 measured face measure, which means just one-half with the fractions also knocked off, and has heard the inspectors brag about it around the hotels. When the writer left the farm to follow the lumber business, he possessed a fair amount of honesty, but it soon passed away.

"In those days the dealer would arrange with some store for supplies, and the merchant had the selling of the lumber. To please his customer the logger picked the best poplar trees and cut the best logs. He hauled the lumber twenty miles and left the balance of the logs, including the biggest which would not go over his saw, on the ground to be burned.

"I once shipped to Boston, which then seemed a remote corner of the earth so far as lumber shipments were concerned, a car of soft yellow poplar, 17 inches and up wide, all 14 and 16 feet long, clear of sap, with no defects in the ends over 3 inches long, for which I paid the sum of $28 per thousand delivered. This was an unheard-of price at that time, and the car was rejected and ordered off the yards. There was no redress, no help, no association to come to the rescue. The writer knows of much worse cases than the above, however. Does the present day lumberman want to see such times return? I think not, but we are up against it now for high-grade lumber. I often think of the bookkeeper who wrote the mills to cut all of the logs into firsts and seconds, as he noticed it brought a little better price than the other grades. Now we cannot do this, but we can cut all the firsts and seconds there are in the logs, and we should be able to make these firsts and seconds bring a uniform price, no matter what size or dimensions, just so it is the size it is used for. It is true styles may change and occasionally a little loss would occur, but this would be trifling. It will take a wiser man than the writer has ever seen to convince him that a No. 1 piece of wood cut into the sizes that it is used for is not worth more than a No. 1 piece cut into a size that it is not used for. As a rule, dimension stock is classed as chair stock, or under that head, but I mean by dimension stock all kinds, including chair stock, furniture stock and all kinds of house finish. We will have to learn to use what we have at home if we wish to continue in the lumber business. We cannot grow trees without knots and it is useless to try. Writers may write, preachers may preach, but the fact remains that we have to use the products of our forests as we find them, and if the trees have knots we will have to work around them. It is up to the producers to make the consumers use what they have, and they should get together, the sooner the better, as the consumer will never use dimension stock until he has to. The writer knows that even now buyers of dimension stock are paying some consumers a third more than they are paying others for the same stock. If they can do this, it shows the inconsistency of the dimension trade, but such assertions are laughed at by the dimension man."

Late Liverpool Market

Business has been quiet here during the past fortnight, but the optimistic outlook of the future twelve months has not been realized. However, it is hoped that matters will turn on a firmer footing in the course of the next few weeks. Interest connected with the mahogany business is busy at the present, at the sales at the end of last week. Prices should be firm, and an advance of [illegible] is anticipated. Hardwood [illegible] and a better volume of trade is looked for. Ash in all grades is in and all qualities of logs are bringing proportionately high prices. Second growth wood is [illegible] and immediate shipments of stock [illegible] recommended. Round [illegible] good specimens are [illegible] very [illegible] Logs [illegible] and shippers could be recommended to ship all available supplies to this port. Birch [illegible] All [illegible] especially in No. 1 common grades. Shipments of this stock can be confidently recommended. [illegible] boards. Boards in prime stock particularly are weak and should be left alone, so far as this [illegible] stocks are firmer, and are bringing better prices. White gum is also in good request.

[illegible] we are looking for.

Some Phases of Handle Production

BY H. B. ALEXANDER

FUTURE OF THE BROOM HANDLE BUSINESS

It seems that the tendency of the times is to do away with the use of corn broom entirely judging from the number of different inventions being marketed under the name of carpet sweepers, vacuum cleaners, etc. But nevertheless there are new factories being constantly erected to manufacture the old style broom. Judging the situation from the viewpoint of a manufacturer of broom handles, though the writer is not interested in a broom or carpet sweeper factory, it does not seem that the situation will prove at all embarrassing for our line of trade. Our factory is already beginning to supply the vacuum cleaner plants and has for some time supplied handles for the carpet sweepers. No matter what kind of a machine they invent or sell for the cleaning of carpets, the broom handle manufacturer will get his share of the business, for they all have handles and the wooden handle is the only logical one. Some exporters have been trying for several years to force the broom men to use the bamboo handle, but so far they have accomplished but little in this direction. Aside from the fact that a woman prefers a nice smooth maple handle, the bamboo is not practically adapted for this purpose, as it is too light, is knotty, and on account of splitting so easily at the end, it is almost impossible to tie a broom to one.

The broom handle trade for the past three months has been in a better condition than any time for the last three years. Prices on all grades have been advanced and are still increasing. This is in spite of the fact that there is not a shortage of handles, except in some of the highest grades where short lengths, some of them in lower grades, will be substituted. It is this low-grade problem in the broom handle trade which presents an aspect similar to the low grade problem in the hickory and ash handle trade. When they can be marketed, it is usually below the cost of manufacture. This condition is traceable to the fact that the broom manufacturers will not touch anything but the very best handles, a policy which is wrong in itself, as the No. 1 grade is every bit as good for all practical purposes. The question is merely one of looks and not of utility, and even at that the defect is often covered up by the broom or the label. Of course as the grade is lower, the quality of handles is proportionately poorer, but even in the poorest grades manufactured, the handles will oftimes outwear the broom itself.

It used to be that the broom handle manufacturer had only to buy his saws and handle lathes, when he would be ready to make handles. He usually either finished them in a tumbler or did not give them any finish at all. Now, however, he is expected to do all sorts of things never dreamed of before. In our own factory we have not only the usual saws and lathes, but have sanders, automatic chucker and borer, wood drilling machine, threading machine, variety machine, rod machine and painting rigs, and still find that sometimes we are called upon to do something for which we are not equipped. For instance, recently we had to make up a lot of handles, which after being turned had to have three different sized holes bored into them and a three-sixteenth slot cut down one side nearly full length, and had to have a square cut on two sides of the butt end and then be painted. As a rule I do not believe it is the thing for a broom handle manufacturer to attempt any other kind of handles or turnings, except where they do not interfere with the handle lathes or work, or where they are made from the culls or from the accumulation of lumber that is too thin for the regular handles. Verging in this way from the regular routine upsets the entire force and the working system.

Chicago Hardwood Lumber Exchange Discusses Consolidation

Following the conclusion of the usual enjoyable luncheon of the Chicago Hardwood Lumber Exchange, held at the Union League on Friday, February 17, President Brown called the meeting to order by asking the secretary to call the roll, but asked that the minutes of the previous meeting be omitted.

The chairman of the publicity committee, Harvey S. Hayden, said that he trusted that the little booklet that was just distributed would be self-explanatory. He also mentioned the Lumber Sales Managers' meeting, to be held at the Auditorium February 23, and said he thought it would be a help to the trade to have as many present as possible.

Oliver O. Alger, chairman of the trade committee, stated that things had been moving slowly, and he hoped that some agreement would soon be reached.

A letter was then read by the secretary from E. E. Hooper, secretary of the Lumbermen's Association of Chicago, in regard to reducing insurance rates, which follows:

CHICAGO, Feb. 14, 1911.

H. H. Brown, President, Chicago Hardwood Lumber Exchange.

Dear Sir: The question of a reduction in the insurance on lumber yards in Chicago has been under consideration by our Trade Committee and the Chicago Board of Underwriters for several months. Mr. Boles, president Lord & Bushnell Company, and the writer took Mr. Glidden, manager, and Mr. Goodwillie, inspector of the Chicago Board of Underwriters, over our yards some time ago, for the purpose of acquainting them with the situation and conditions of the different yards now as compared with ten years ago, and we are pleased to note that they acknowledged that a great change had been made in the betterment of conditions, as the yards are scattered to such an extent that they are not an exposure within themselves.

Since that time I have had several conferences with Mr. Glidden and at the last one I informed him that our Trade Committee desired a meeting with the Board of Underwriters to discuss the question of reduction in the present basis of rates. He informed me that they would not hold a meeting until some time in April, and in view of this fact, if a meeting of our association were called he would be glad to attend to explain the insurance situation and would probably make some recommendations that might assist us in our contention for a reduction.

At the last meeting of our Board of Directors the above report was made by me and the following resolution was adopted:

Resolved, That this insurance matter be referred to the Trade Committee with full power to act in arranging such a meeting at an early date, and that they be requested to endeavor to secure the co-operation of the members of the Chicago Hardwood Lumber Exchange who are yard dealers and the Millmen's Association.

It was the sense of the meeting that a noonday lunch be held with Mr. Glidden present to talk on insurance. I have communicated with Mr. Glidden and he informs me that he would be pleased to attend the lunch any day after February 22.

I would be glad if you would present this proposition to your meeting on Friday and advise me as to whether your members, who are yard dealers, would attend, as it is our desire to have as large a meeting as possible. When date is definitely arranged will advise you. Yours truly, E. E. HOOPER, Secretary.

Herman H. Hettler, a member of the exchange and also a member of the Lumbermen's Association, was then called upon by President Brown to give a few remarks regarding insurance. He briefly discussed the matter, saying that he knew insurance rates were not fixed by accident. Some years ago, he said, they all received some cuts of $1.50 on rates, the last cut bringing the rate down to $1. Present statistics show that the rates are too high, also that the mutual one-price prevailed in smaller towns. Mr. Hettler had discussed the matter with Mr. Glidden, inspector of the board of underwriters, who seemed to think that there might be some chance of having rates reduced through a joint meeting of the two interests.

A motion was then carried to the effect that a joint meeting be held between the Lumbermen's Association of Chicago and the Chicago Hardwood Lumber Exchange.

Joseph H. Dion, chairman of the membership committee, announced the application of the following five new firms: W. B. Crane & Co., Messinger Lumber Company, F. T. Hand & Co., W. H. Spear & Co. and Frank I. Abbott, which were duly passed on and accepted by the exchange.

G. F. Kerns, chairman of the special committee on stocks, was unable to give a complete report because only one meeting had been held. A motion was then made and carried to the effect that the report be returned to the committee for completion.

The next topic introduced by President

Brown was the question of consolidation by the three associations into one body, with its respective subdivisions. There was a good deal of ginger in this discussion; some members were still strongly opposed to it, some were in favor of it, while still others were undecided. A full report of the committee selected from all three factions about a year ago for the furtherance of this matter will be found on page 32, in connection with the meeting of the Chicago Wholesale Lumber Dealers' Association. The matter was then referred to the board of managers for consideration, to give its report at the next regular meeting, which will be the annual meeting of the exchange. A nominating committee composed of Harvey S. Hayden, J. L. Lane and Joseph Dion, was appointed to nominate officers for the ensuing year.

After timely remarks by Edward Scott of the Thomas E. Powe Lumber Company, St. Louis, and W. H. Russe of Russe & Burgess, Inc., Memphis, both guests of the exchange, the meeting adjourned.

The attendance was as follows:

Attendance

O. O. Agler, Upham & Agler, Chicago.
F. M. Baker, Hardwood Mills Lumber Company, Chicago.
S. C. Bennett, Hardwood Mills Lumber Company, Chicago.
F. L. Brown, Crandall & Brown, Chicago.
G. H. Bulgrin, Quixley & Bulgrin Lumber Company, Chicago.
James C. Cowen, Schultz Bros. & Cowen, Chicago.
John J. Cochran, John J. Cochran, Inc., Chicago.
O. F. Crane, W. B. Crane & Co., Chicago.
C. L. Cross, C. L. Cross, Chicago.
H. B. Darlington, American Lumberman, Chicago.
Edmond F. Dodge, E. F. Dodge & A. S. Appleby, Chicago.
William A. Eager, Chicago.
H. R. Foster, Chicago.
H. H. Gibson, HARDWOOD RECORD, Chicago.
George D. Griffith, George D. Griffith & Co., Chicago.
Q. Y. Hamilton, Lumber Shippers Stor. & Com. Company, Chicago.
A. T. Hand, A. T. Hand & Co., Chicago.
John T. Hansen, John Hansen Lumber Company, Chicago.
Harvey S. Hayden, Hayden & W[illegible] Lumber Company, Chicago.
Herman H. Hettler, H. H. Hettler Lumber Company, Chicago.
E. E. Hooper, Chicago Lumbermen's Association, Chicago.
S. P. C. Hostler, Chicago.
G. F. Kerns, Kerns-Utley Lumber Company, Chicago.
W. D. Kimball, Kimball-Sullivan Lumber Company, Chicago.
E. H. Klann, Chicago.
A. C. Knechtel, C. G. Marsh & Co., Chicago.
H. H. McLaughlin, McLaughlin Lumber Company, Chicago.
Murdock MacLeod, Oconto Company, Chicago.
R. Maisey, Maisey & Dion Lumber Company, Chicago.
C. Y. Marsh, C. Y. Marsh & Co., Chicago.
F. R. Masten, G. W. Jones Lumber Company, Chicago.
F. B. McMullen, Fullerton-Powell Hardwood Lumber Company, Chicago.
Milton Miller, Christiansen Lumber Company, Chicago.
G. H. Ostrander, D. K. Jeffris & Co., Chicago.
F. J. Pike, Pike-Dial Lumber Company, Chicago.
Charles C. Robinson, White Bros. Lumber Company, Chicago.
W. H. Russe, Russe & Burgess, Inc., Memphis, Tenn.
A. H. Ruth, G. W. Jones Lumber Company, Chicago.
Paul Schmechel, Chicago.
Alfred R. Schmechel, Empire Lumber Company, Chicago.
A. H. Schoen, Columbia Hardwood Lumber Company, Chicago.
William C. Schreiber, H. H. Hettler Lumber Company, Chicago.
Edw. Scott, Thomas E. Powe Lumber Company, St. Louis, Mo.
A. J. Shutts, Messinger Hardwood Lumber Company, Chicago.
Edw. E. Skeele, Estabrook-Skeele Lumber Company, Chicago.
Louis A. Smith, Fullerton-Powell Hardwood Lumber Company, Chicago.
F. B. Sprague, F. B. Sprague Lumber Company, Chicago.
L. E. Starr, the Starr Lumber Company, Chicago.
A. J. Stinson, Pike-Dial Lumber Company, Chicago.
R. D. Sullivan, Kimball-Sullivan Lumber Company, Chicago.
A. J. Stumpf, Konzen, Stumpf & Schafer Lumber Company, Chicago.
George R. Thamer, Empire Lumber Company, Chicago.
E. A. Thornton, E. A. Thornton Lumber Company, Chicago.
J. S. Trainer, Trainer Bros. Lumber Company, Chicago.
W. E. Trainer, Trainer Bros. Lumber Company, Chicago.
J. S. Warren, Memphis, Tenn.
John S. Wyne, HARDWOOD RECORD, Chicago.
F. C. Van Norstrand, United States Lumber & Cotton Company, Chicago.

Some Recent Phases of the Forestry Problem

Until with a year most men of culture believed, first, that forests conserve the waterfall; second, that forests tend to prevent freshets; third, that they tend to lengthen the period during which snow lies on the ground unmelted, and in so doing diminish the danger of sudden freshets; fourth, that forests tend to moderate extremes of temperature, and, fifth, that forests directly diminish soil washed from the surface.

Our faith in these time-honored beliefs has, however, been rudely shaken by a labored paper prepared and read by a no less distinguished person than Prof. Willis Moore, chief of the National Weather Bureau.

Prof. Moore distinctly takes issue upon each of these conclusions, and either dissents entirely from them, or casts serious doubts upon them.

However startling such an announcement may be to our scientific creed, we may not lightly cast it aside, for utterances from so distinguished a source must command our respect, in spite of the fact that by a strange coincidence, the revelation of our errors was made just at the time when it could be most effectively used as a spur to legislation in our national capital. Whether fair or unfair to do so, it has been urged that this coincidence was not accidental. I do not offer any opinion upon this aspect of the problem, nor, as a matter of fact, have I formed any opinion upon it.

I do, however, dissent from every one of Mr. Moore's conclusions.

We may consider our first and second theses as parts of the same proposition, and standing to each other in the relation of supplement and complement. Therefore we affirm that forests do prevent freshets, because they increase the absorbent capacity at the surface and by so doing much diminish the "run off" of the rainfall.

I will endeavor to make this clear by the facts which Mr. Moore absolutely failed to refer to in his paper, and from which one might infer that temperature had no bearings upon the volume of water absorbed by the earth. Proportionately I can put my argument in concrete form. In eastern Pennsylvania the winter of 1909 set in after a prolonged drought. The soil was so dried out that when plowed it was almost in a dusty condition, as was noted by our farmers. Springs and wells, which were regarded as "never failing," refused to flow. It is therefore fair to assume that the soil was in a most receptive condition for a rain or a snowfall. On December 13 there was in Chester county (of this state) a phenomenal rainfall of 2.79 inches, and in addition some little snow before Christmas, most of the moisture being speedily absorbed by the thirsty earth. On Christmas day the dry condition of the country was already marked and commented upon, but on that day there came a snow which on the level measured from 16 to 18 inches in depth. This was followed by freezing weather and the clear ground was frozen solidly to a depth of several inches. The new year opened with a thaw. The snow melted rapidly, though not entirely, for it was a large deposit.

I noted two things. First, that in the forest, under cover of the fallen leaves and the superficial humus, the soil was not frozen at all and that the ground was absolutely permeable to water; second, that in the open field, whether the snow remained on the surface or not, the surface was solidly frozen and that there was no possibility of the water going into the ground in any great quantity.

For four days previous to January 22 it was well above the freezing point, and at the same time there was a considerable rainfall at Mont Alto in Franklin county, to which point my observations were then transferred. In spite of the thaw I found the surface of the open ground still frozen and impervious to water, though in the woods less than one hundred feet distant, the ground under the leaf litter was not frozen and I could push a cane down more than a foot into the earth with ease.

During this thaw and rain, the snow on the open ground, on the mountain plateau (altitude 1,650 feet), was melting and pouring off in a flood, overflowing roads and producing a torrential condition, the like of which I had not seen there before during a residence of six years. The drainage of the forest land was by another stream, which was but slightly swollen, and then only after a longer period of thaw. The comparison here could be easily and effectively made.

"The breaking-up of the winter" happened on February 27. From the head waters of our great rivers vast volumes of water were poured into the channels. Most

[illegible] this came from the open grounds, because [illegible] streams were frozen.

There is a sequel to this statement. From March 1 until April 17 (almost seven weeks) [illegible] one and thirty-seven hundredths inches of rain fell at West Chester. Spring farm operations were halted because of the drought. Shortage of water for home purposes was commonly experienced. If we could have had the water which ran off in the spring flood, it would have been a godsend. It is not too much to say that what prevented a disastrous condition in early April was the water saved by the forest lands at the time the floods originating on the cleared areas were hastening out of the state, leaving a desolated surface behind them.

Mr. Moore's allegation that forests increase the severity and frequency of floods by maintaining an even surface of snow instead of allowing it to concentrate in smaller areas by drifting, seems to be completely set aside by the well-known fact that in the greater part of this state, at least, the snow remains in the mountains from five to ten days after it has left the open grounds.

In the relation of forests to soil erosion, Mr. Moore's conclusions seem to me to be not only erroneous, but positively vicious, in their tendency. There is no cultivated region having slope enough to convey a distinct current to a main channel in which erosion does not occur after a heavy rain. The severity of the erosion, other things being equal, will depend upon the steepness of the slope. Every turbid stream is carrying away the tribute of the farms to the flood. This is distinctly visible at times, when the water coming from the forested areas is still transparently clear. I have studied the West Branch region during several periods of severe freshets, and found that under similar conditions, the streams from the cleared ground became muddy, hours and often days, before those from the forest land. And bear in mind, gentlemen, that in such cases mud is the measure of the damage being done by erosion.

No one believes that even when the entire surface of a country is covered with forests, there will be a satisfactory stage of water in the streams during periods of exceptional drought. All that is claimed is, that the forests hold back what water falls, and that this limits the number and frequency of [illegible] the one hand, and, on the other hand, [illegible] does preserve water for the drier period.

[illegible] not [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] side of the question.

The following facts, however, may be given. Forest soil receives probably twice as much moisture as enters the soil of the open region. If covered with a dense coat of leaf mould it, on the average, evaporates only about one-fourth as much as the open ground in a given period. Hence, long after the open ground has become dry and has ceased practically to give an appreciable quantity of moisture to the air, the forests out of their abundant soil content are returning by evaporation from the trees a steady supply of moisture. Here seems to me to be the most important contribution of forests to climate and its productive capacity. Just at the time when our streams are lowest, and their evaporating surface most reduced and the cleared ground has practically ceased to yield moisture to the atmosphere, the forests are pouring out theirs, to ward off premature frosts and to prevent the thirsty air from sucking the moisture from our growing crops.

This forest-furnished moisture is to our interests what the reserve troops are to an army in time of battle—something to be called in at time of greatest need to turn the tide of victory in its favor.

Modern medicine, too, has opened up some new relations to this forestry problem, and they are relations which no man may overlook. A host of diseases, instead of coming by accident, are known to be the result of implanted germs. Of this class of diseases a large share of the suffering, mortality and financial drain comes from the water we drink. The new doctrines of conservation impregnate all of our surroundings; but no phase of it is so important as conservation of man. For him the whole problem of conservation exists and without him the word conservation would have never been uttered. In the forestry work in this state, those who shaped its course have never lost sight of the fact that it was a legitimate function of forestry to protect and to preserve the headwaters of the streams for the domestic uses of the population. No other interest, motive power, or manufacturing can come in ahead of a proper water supply for the people in their homes.

Artesian wells often furnish an abundant supply of water which is presumably pure. It is quite in order, however, to closely scrutinize the sanitary conditions of water so obtained, especially when the point to be supplied is in a limestone region and at a moderate elevation above tide; because it has become a custom in some portions of this state to bore into limestone to find channels by which sewage may be carried off. It is extremely probable that someone at a lower level is drinking that sewage, ignorant of the filth, or the possible disease in the water supply. I regard this as of so much importance that I should hesitate about artesian water if that from mountain stream heads could be obtained.

This question of forest fires requires full consideration on the part of those who regulate the appropriations of the state. There is absolutely no reason why this commonwealth should pass through an annual burning-up of its forest resources; but there is every reason why it should not. And I may add that it is not more, or other, legislation that is required, but a more vigorous application and enforcement of existing legislation. No law is of value unless it is enforced. The owners of woodland should recognize the fact that human laws will not enforce themselves, and that it is their bounden duty to become prosecutors of the parties who cause forest fires wherever there is a chance to secure a favorable verdict. It is noteworthy that the very persons who complain loudest of the inefficiency of our state laws against these fires are the ones who seldom give active aid in enforcing those laws.

Year after year from fifty to one hundred thousand dollars are spent in the suppression of forest fires in this state. In addition to this we must consider the value of the timber destroyed. If $50,000 a year were spent in employing an efficient police force during periods of danger from fire, it would prevent this drain upon the state, and would lead so frequently to the arrest of those who create the fires as to make it an unpopular and dangerous business, and soon practically end it.

The most urgent need, not only in Pennsylvania, but in all of the states, is a wise system of taxation as applied to growing and maturing forests. There is probably no resource of the state or nation in which so many vital interests are concerned as in the protection of our otherwise unproductive lands by a dense growth of valuable timber. Public health, the agricultural and wood-working, power-producing and mining interests are all intimately associated with it. We can neither lessen nor evade the relationship. Yet, in spite of these facts, our system of taxation obliges the timber owner and producer to impoverish the state and nation by removal of mature, and often immature, timber. Whatever system of taxation exists for the land itself, it is clear that there should be no taxation of standing timber. Tax it when it is cut. Place upon it at that time a sufficient income tax to reimburse the state for loss of revenue and for protection accorded whilst the timber was growing. The vast majority of our public servants are men of strict honesty, though they have thus far failed to give us a just and equitable system of forest taxation. It is a great pity that along with so much integrity there has not been associated sufficient statesmanship to perceive the fundamental error of driving the state to impoverish itself, and so handicap the future and place upon our children burdens heavier than we have ever carried.

Within recent years a new application has been made of the old common law maxim, that we must so use our own as not to injure another, in an effort being made to restrain the timber owner from cutting his

timber except by permission of proper legal authority. As an abstract principle this is right. But when applied to our own state it is in direct violation of that portion of our constitution which says: "Nor shall private property be taken, or applied to public use, without authority of law and without just compensation being first made or secured" (Article I, Section 10). This is that fundamental portion of the constitution which is commonly designated "The Bill of Rights," and of which the last section expressly declares: "To guard against transgressions of the high powers which we have delegated, we declare that everything in this article is excepted out of the general powers of government and shall remain forever inviolate."

If language has any meaning, no legal sophistry can alter the fact that we have no right to interfere with the owner of the timber in the manner proposed.

To be within the power of the maxim quoted, we must first provide just compensation, or alter the constitution of the state.

It is clear that the one proper thing to do is to provide "just compensation."

Concentrated wealth has been responsible for many wrongs. But, on the other hand, it has created so many public utilities, without which our wonderful national growth would not have been possible, that it is well for us to halt and consider before we join in the popular clamor against it. Even agriculture, the bedrock of our prosperity, would have made a limping progress into the new West but for the great railroads which carried the farmer there and brought his product to the market. There are many instances where a well regulated trust has rendered public service, and there are some instances where the absence of such a trust has led to public calamity, and one such example presses so forcibly upon me that I wish to call your attention to it.

In central Potter county of this state, as one, standing at Cross Fork Junction, looks around, the eye will embrace an area of at lease one hundred square miles (that is ten miles square). Over almost the whole of this region absolute desolation reigns. There are but few farms opened up. The timber has been removed, after the Goodyear method, which leaves nothing of marketable value behind it. Fires consumed the slashings, and with them all undergrowth and much of the soil. The showers of summer and the snows of winter have carried off, and will continue to carry off, the best soluble plant food so long as the law of gravitation operates, until no more of the precious freight remains; unless in the meantime active reconstructive measures are adopted by the farmer, or the forester, and at present there is almost no sign of the presence of either on the ground. The surface is a rolling table land about two thousand feet above tide, deeply gulched here and there into wide ravines. If there is any mineral wealth there it has yet to be revealed.

The only outlooks for the country are forestry and farming, with the latter tending in the direction of grazing. So far as one may now predict, it will be years before any serious attempt will be made to protect that area, or to utilize its productive possibilities. In the meanwhile, however, under the exposure to destructive agencies, the soil is becoming poorer, and has, in part, reverted almost to a desert condition. That area should support 6000 families and allow to each family a farm of one hundred acres. It does not at present support a tenth of that number, and the prospect of an early increase is becoming exceedingly remote, because of the progressive impoverishment of the soil.

Unless some not now visible inducement brings settlers into a region from which they now seem to be going, that area may be marked on the map as productive of nothing but floods, and ten years hence may be designated as desert.

It is proper now to inquire through what agency has the present deplorable condition been brought about. Has any personal, corporate, state or national good been gained sufficient to counter-balance the calamity wrought? So far as one can see there can be but one answer. The vast resources of the region have been squandered and no good sufficient to atone for the sin returned by any one.

I do not forget that the lumber industry gave employment to thousands of men there, that it built railroads and mills and towns. All this it did. The hum of business pervaded the atmosphere—for a few years. And now the question is, what is to support the towns, preserve the mills, or furnish trade to the railroads, for the naked hillsides proclaim the terrible truth that the source of all this prosperity, the timber, is gone, and that there is nothing in sight to maintain the prosperity that it created.

Now let us turn this picture and ask how intelligent co-operation would have managed that splendid heritage of timber. In the first place, it would have said: Any business which does not produce a dividend over and above expenses is not worth conducting. The price of lumber is too low, because there is too much of it on the market. We will reduce the supply until the market yields a fair profit, and the surplus mills would have been shut down. Only those nearest the market would have been operated. This would have saved each year millions upon millions of feet for the time when there would be an actual, imperative need for it at a remunerative price. Each year would have brought its reward in some shape.

No real, worthy enterprise or business would have suffered from this diminished supply of lumber, for if it was worthy or requisite for the development of our national life it would have been able to pay a proper price for the lumber it required. But on the other hand, a diminished supply of lumber would have curbed our national, wasteful, wicked extravagance in the use of lumber. Per capita, we use or destroy from thirteen to fifteen times as much here as the Englishman does at home; and our assumed requirements here are several times as large per capita as those of any European nation.

Yes, a properly directed lumber operation in this state, under one control, would have prolonged the lumber industry until increase of knowledge had shown us how to prolong it forever by a rational system of forestry. Instead of blackened, naked hillsides, instead of abandoned mills and deserted villages, we should have had prosperous farms and permanent mills and thriving towns on that very land, and had them so far as we can or care to look down into the future.—From lecture delivered by J. T. Rothrock at Lehigh University. Reported by Forest Leaves.

A New Method of Chemically Staining Timber

At a recent meeting of the Chemists' Club held in New York a short talk was given on the process of impregnating growing timber by Dr. Lawrence Ottinger. This method of impregnating growing timber by the distribution of artificial coloring matter through the fibres of the wood was invented by Dr. Levi S. Gardner. This new method is more lasting than the other simple methods of staining.

The process of introducing this coloring matter is first to cut a kerf partly around the trunk of one of the limbs of a live tree. By doing this it severs the cast fibres and leaves the pores open on the inner side of the kerf. The kerf is then closed at its outer edge by the packing of a cord of a larger diameter than the width of the kerf. Then a gimlet hole is made from the outer surface of the tree to the kerf channel. A nipple is inserted in the outer end of the bored hole to feed a pipe leading to a vessel containing a coloring matter in liquid form. There must be no time lost between the process of cutting and the introducing of the coloring matter, because this method is dependent upon the circulation of the tree to give the desired results. The tree can be colored to any desired height and can be determined by lateral tapping. The method gives a natural arrangement coloring to the tree, while the heart of the tree remains unaltered. Above the kerf, the trunk of the tree is solidly colored. By adding a preserving liquid to the coloring matter the life of the tree is greatly increased.

All different species of trees will not accept the same coloring fluids, as for example what might be fed to beech or poplar will not travel at all in pine or hickory. The atmospheric conditions also have to be noted in feeding this coloring matter, as different species vary on this. The majority of the aniline dyes can be used but some are rejected. The known fact that aniline dyes fade under severe exposure to heat and light, is the reason for their not being used very extensively. Instead oxidizing agents and bark extracts are used principally. The majority of the colors which are absorbed are carried by means of the traveling sap, acetic acid will cause the greatest acceleration of any acid and in being left a sufficient length of time will cause the entire foliage to become colored.

The cost of this method is much lower than that of using pressure. Coloring by pressure through the wet log produces effects more uniform and consequently less beautiful.

Hardwood Record Mail Bag

Wants Maple Dimension Stock

The Record is in receipt of a communication from a woodenware concern at Grand Rapids, Mich., asking for a list of producers in the North of maple dimension stock. Anyone interested in having the address of the party can secure it by writing this office.—EDITOR.

Encomiums for Record

It is not often HARDWOOD RECORD takes occasion to publish the many kind letters of commendation and approval which reach the editor's desk, but it cannot resist printing the accompanying letter from that dean of the plow and flooring trade, Thomas Forman of Detroit, Mich.:

DETROIT, MICH., Feb. 15, 1911.—Editor HARDWOOD RECORD: I read with great interest your article in regard to "Restraint of Competition" at your issue of February 10, and must say that this is one of the most sensible articles that I have read in many a day, and I congratulate you on the publication of this kind of good sound sense matter which is what the business world needs at this time.

With kindest regards,

THOMAS FORMAN.

The National Hardwood Lumber Association Report

The following letter from F. P. Fish, secretary of the National Hardwood Lumber Association, together with the attached report, is self explanatory:

CHICAGO, ILL., Feb. 15, 1911.

To the Membership: We are enclosing our regular monthly statement of official inspections, and you will note that the amount so inspected during January was 7,516,737 feet.

This amount is only about 200,000 feet greater than that for the corresponding month of last year, but the inspections made by our salaried men in the large markets exceed those of January, 1910, by 964,620 feet.

An examination of our records discloses the fact that our business in the western markets has been about normal. The falling off in the St. Louis market being the result of our having made a change in inspectors, which deprived them of the use of one man for a large part of the month.

The gains in this class of inspections have come to us largely from the eastern markets—New York City, with its 606,000 feet, shows the largest housed inspection for any month in years (with the exception of April, 1910), and Philadelphia, with about 395,000 feet, 1911, shows the best showing it has made in over a year.

It is not usual for the West to be more conservative in its buying than is the East and we believe that our western markets will soon feel and respond to the influences that have caused an increased demand elsewhere and that a good year's business will be but the natural result.

The net cost to the association of the Inspection Bureau for the month of January was $221.89.

Since our last statement was issued eight new applications for membership have been received, making a total of ninety-nine since the Louisville convention.

We desire to call your attention to the third paragraph on page 7 of our rule book, and more particularly to the last sentence of the paragraph.

F. A. DIGGINS, President.
F. P. FISH, Secretary-Treasurer.

JANUARY STATEMENT.

Salaried inspectors	Feet inspected.
Frank R. Buck, Chicago, Ill.	172,621
John J. Lorden, Chicago, Ill.	298,884
J. J. Shepard, Chicago, Ill.	205,576
E. P. Southgate, Chicago, Ill.	235,810
W. H. Long, St. Louis, Mo.	94,137
W. E. Robinson, St. Louis, Mo.	373,200
W. T. North, Memphis, Tenn.	122,502
George C. Teetes, Memphis, Tenn.	250,388
C. E. McSmith, New Orleans, La.	173,117
J. L. Benson, Alexandria, La.	310,731
D. E. Buchanan, Cincinnati, O.	331,595
Joseph Waltman, Louisville, Ky.	198,707
Joseph Patterson, New York City.	360,142
J. J. Miller, New York City.	246,596
J. L. Stewart, Buffalo, N. Y.	254,085
C. C. Ferguson, Buffalo, N. Y.	250,169
H. F. Thompson, Philadelphia, Pa.	395,152
J. I. Weeks, Pittsburg, Pa.	221,898
H. W. Bowler, Boston, Mass.	256,207
A. G. Langebuttig, Baltimore, Md.	164,905
Thomas A. Hall, Detroit, Mich.	364,180
Ed. Borgeson, Minneapolis, Minn.	181,947
H. A. Hoover, chief inspector.	159,934
	5,622,483
Fee inspectors:	
R. W. Child, Mobile, Ala.	153,083
George R. Dunn, Boston, Mass.	63,225
J. E. Byrns, Escanaba, Mich.	50,462
Charles Christianson, Manistee, Mich.	584,047
J. S. Coman, Menominee, Mich.	58,143
W. M. Clemens, Thompson, Mich.	428,089
Peterson & Lovell, Manistee, Mich.	62,571
Scott & Rieckhoff, Ludington, Mich.	13,119
Walter Tillitson, Grand Rapids, Mich.	362,570
C. M. Sands, Chattanooga, Tenn.	29,529
J. H. Gerlach, Norfolk, Va.	11,820
E. T. Robinson, Richmond, Va.	77,596
	1,894,254
Grand total	7,516,737

News Miscellany

Monthly St. Louis Lumbermen's Club

The regular monthly meeting and dinner of the Lumbermen's Club of St. Louis was held in parlor A at the Planters Hotel, Tuesday evening, February 14. Geo. C. Hogg, the president of the club, presided.

Immediately after the dinner Wm. Marion Reedy of the St. Louis Mirror spoke on the subject, "The Lumber Question," after which, on motion, he was given a rising vote of thanks.

The regular order of business was then resumed, the reading of the minutes of the previous meeting being read and approved.

Robert McConnell, chairman of the Membership Committee, proposed the names of the following gentlemen for membership: John Milne, A. J. Gillespie, C. H. Beckers, J. F. Fleishell, C. H. Chesbro, H. A. Hulse, G. P. Shehan, S. W. Morten, C. C. Martin, J. A. Meyer.

All were unanimously elected members of the association.

The Traffic Committee, owing to the absence of the chairman, Thos. E. Powe, asked for further time, which was granted.

J. E. Gatewood, chairman of the Committee on Public Affairs, spoke on the capitol removal and a resolution was passed advocating its removal from Jefferson City to St. Louis.

The committee appointed to draw up a resolution on the death of Fred Heim, reported as follows:

During the last few years death has been busy among the ranks of those who laid the foundations of the lumber industry in this section. In all branches of the local lumber trade the faces of familiar and well-loved brother lumbermen are sadly missed, but we seriously doubt if there will be any more generally missed or deeply regretted than the late Fred Heim, whose death occurred on February 2. For forty years Mr. Heim had been identified with the retail lumber trade of this section. He was an honest, straightforward man in all his dealings with his fellows and his personal life was singularly blameless in every respect. His simple kindliness endeared him to all who came within the sphere of his influence, and his nobility of character made his life one worthy of imitation. While we bow in humble submission to the Divine Will, we deem it entirely fit and proper to express our deep sense of loss in the death of one who was at all times a true and tried friend, a high-minded man and an exemplary citizen; therefore be it

Resolved, That in the death of Fred Heim the lumber trade of St. Louis has lost a member whose life and work reflected the highest credit on the business to which he gave nearly all the best years of his career; and

Resolved, That we extend to his bereaved family our sincere sympathy in the loss which has befallen them; and

Resolved, That a copy of these resolutions be spread on the minutes of this meeting and a copy presented to the family of the deceased as well as to the lumber press.

Respectfully submitted,

P. F. COOK, Chairman.
R. F. KREBS.
LOUIS ESSIG.

A letter from E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, was read, asking that one or two delegates be appointed by the club to attend the annual meeting of the association in Washington, D. C., on March 1 and 2. President Hogg appointed W. E. Barns to represent the club.

The meeting then adjourned.

Semi-Monthly Memphis Lumbermen's Club

The Lumbermen's Club of Memphis, at the regular semi-monthly meeting held at the Hotel Gayoso, February 18, decided that, instead of employing counsel to appear before the Interstate Commerce Commission in connection with the proposed advance of ten cents per hundred pounds on lumber shipments from Mississippi river points to the Pacific coast, the club would be represented by the River & Rail Committee which has had considerable experience in dealing with traffic matters. W. A. Percy was counsel for the old Memphis Hardwood Rate Association, an adjunct of the Lumbermen's Club of Memphis, in the hearing of the same case at Washington more than two years ago when the Memphis lumbermen won a signal victory in the case of the Memphis Hardwood Rate Association vs. the Transcontinental Freight Bureau. The issues are exactly the same as were raised at that time and it is believed by the members of the club that the River & Rail Committee will be able to show that the proposed advance is no more justified now than it was when the previous hearing came up. W. B. Morgan and A. L. Foster will probably look after the matter for the River & Rail Committee. The hearing will be held in Chicago March 15.

The tariffs have not been published covering the proposed advance of practically one cent per hundred pounds from Memphis and southeastern points to Ohio river crossings and, until these have been issued, the Lumbermen's Club will take no step toward preventing this advance. However, it is certain that as soon as the tariffs have been given out the River & Rail Committee will appear before the Interstate Commerce Commission and ask for an injunction restraining the advance until such time as there may be a proper hearing of the issues involved. Lumbermen here do not believe any such advance is justified and the Lumbermen's Club of Memphis will stand as a vigorous opponent to higher rates. A. L. Foster, in an interview given out here, takes the view that the railroads are getting all the revenue out of the lumber business to which they are entitled.

There was quite a lively discussion at this meeting over the request from the Nashville Lumbermen's Club asking the Memphis Lumbermen's Club to adopt resolutions strongly opposing the bill which has been introduced into the Tennessee legislature providing for a uniform standard of grading and measuring logs. It was finally decided to table the matter and the Nashville organization has been so advised. The bill asks that the Doyle scale be adopted. This is the one which prevails in Mississippi and Arkansas from which the majority of the logs received in Memphis come. Regret was expressed over the fact that the Nashville Lumbermen's Club, in asking the Memphis organization to oppose the bill, did not set out more clearly the grounds of the former for opposing the measure.

The special committee appointed to consider the advisability of changing the newly adopted constitution and by-laws so as to allow associate members the privilege of voting reported that it was opposed to making any changes in

the present constitution and by-laws, but that it was in favor of creating an advisory board, to be composed of all the ex-presidents of the club. The last retiring president each year becomes the chairman of this board and the executive committee and the club itself may call upon it for assistance whenever they see fit. The report was unanimously adopted.

The Entertainment Committee reported that it had given two luncheons and a dutch smoker to the delegates to the annual of the National Association of Box Manufacturers, a theater party to the wives of the delegates and a sight-seeing tour in automobiles to the gentlemen who attended this convention. The report was made through John W. McClure and W. B. Morgan. Neither of these gentlemen is on the Entertainment Committee, but, as they looked after all the details in the absence of the regular members thereof, the club voted them thanks for the splendid manner in which they had performed their duties.

Two new active members were elected at this meeting, J. V. Stimson and B. F. Katterhenry, both of the J. V. Stimson Hardwood Company. One new application was received, that of W. A. Waddington of the C. N. Waddington Lumber Company.

The meeting was exceptionally well attended and proved thoroughly interesting. James E. Stark was in the chair and the usual luncheon was served.

Program For Nineteenth Annual National Wholesale Lumber Dealers' Association

A communication from President R. W. Higbie of the National Wholesale Lumber Dealers' Association relative to the pending meeting of that body at Washington, March 1 and 2, states that the committee having the banquet in charge is pleased to report having secured an exceptionally good list of speakers for that evening, which will include the vice-president of the United States, Speaker-elect Champ Clark, Senator William A. Smith, from Michigan, and Congressman James Francis Burke, of Pennsylvania. In addition the association will attend a reception by President Taft on Thursday afternoon and listen to addresses by Forester Henry Solon Graves and by W. W. Finley, president of the Southern Railway Company. The program, enclosed with the letter, takes up the order of business. The morning of Wednesday, March 1, will be given over to the reports and addresses of officers and committees, closing with the appointment of committees on nomination, trustees, resolutions, etc. In the afternoon of that day W. W. Finley will be the principal speaker; other committees will submit reports also. Forester Graves will talk on Thursday morning, followed by committee reports, election of trustees and suggestions for the new president. Thursday afternoon President Taft will tender a reception to the association in the east room of the White House: the trustees will meet at 4:30 p. m. In the evening the ladies will be favored with a reception, musicale and dinner, simultaneously with the men's banquet, which takes place at seven o'clock.

Expansion of Webster Lumber Company

The Webster Lumber Company, manufacturer and wholesaler of northern hardwood and southern lumber, with mills at Swanton, East Fairfield, Bakersfield and Greenboro, Vt., and Malone, N. Y., has just incorporated with a capital stock of $100,000 the wholesale department of its business under New York state laws at Malone, N. Y., under the style of the Geo. Webster Lumber Company. The officers of the new incorporation are A. G. Webster, president; D. A. Webster, vice-president and manager; C. A. Webster, secretary, and O. S. Webster, treasurer.

The manufacturing department of the business will continue at Swanton, Vt., as formerly, but the new selling company will take over and fulfill all the contracts of the old company, continuing along the same lines and management as formerly. However, it will devote its attention exclusively to the selling end of the business.

The George Webster Lumber Company will take over the mill plant at Malone, N. Y., and will have the exclusive sale of all the Webster mills, which will give it a large output of northern hardwoods and softwoods, in addition to which it will also handle southern lumber through first-class mill connections.

J. A. Fay & Egan Company Opens New Sales Headquarters

The J. A. Fay & Egan Company, the large woodworking machinery house of Cincinnati, has recently opened a suite of offices in the Candler building, Atlanta, Ga. The new office will handle all the business in the states of North and South Carolina, Tennessee, Georgia, Florida and Alabama (outside of Mobile). The Greensboro, N. C., and Chattanooga, Tenn., offices of the company have been discontinued. This office was opened in order that the business of the J. A. Fay & Egan Company might be done direct with the customer, insuring prompt and careful attention to each individual.

The office and traveling force of the new headquarters include S. Lee Smith, Benj. H. Cox, Jr., and D. E. Gray.

"Tofco" Brand Oak Flooring

In the advertisement of the Tennessee Oak Flooring Company of Nashville, Tenn., which appeared in the last issue of HARDWOOD RECORD, an error was made in the spelling of the coined word trademark of the Tennessee Oak Flooring Company. This trademark, which is made up of the initials of the company's name, is "Tofco," and as Manager H. A. Batchelor, Jr., says, it simply means that the product of the Tennessee Oak Flooring Company is the "aristocrat of all flooring materials."

The Tennessee Oak Flooring Company has the newest and one of the most modern flooring plants that has ever been built. The product is based on the superior type of white oak that grows in the Tennessee country, which is supplemented by the aid of experienced flooring manufacturers and the use of the highest type of flooring machinery that money will buy.

The "Tofco" brand is growing in popularity wherever it has been used.

Pamphlet Published by the Chicago Hardwood Lumber Exchange

At the opening of the Chicago Hardwood Lumber Exchange meeting on February 17, a very unique and concise booklet was distributed among those present. Harvey S. Hayden, chairman of the Publicity Committee, delivered a few remarks in regard to the efforts the committee has spent in getting out this work.

The pamphlet is gotten up in an effective manner and contains about twenty pages. The outside covers are surfaced with a thin veneer of wood, on which is printed "Chicago the Greatest Hardwood Lumber Market." Among other data contained in the pamphlet is a declaration of the purposes of the Chicago Hardwood Lumber Exchange, its history dating from 1896, its officers at that time and those now in office, together with a list of the various committees, with chairman and membership. Much space is given over to statistics, and a general discussion to prove the greatness of Chicago as a lumber market.

The first declaration made is that Chicago is the greatest hardwood market in the United States, stating that the yards and dealers of the city distribute for consumption annually 1,500,000,000 feet of hardwood lumber. It further contends that Chicago is the hub of industrial America, with forty railroad terminals and excellent water transportation facilities, and also that it is close to all sources of raw material. As proof of the fact that Chicago is the world's greatest hardwood consuming point, it is shown that this city produces more furniture than any other, having 225 furniture producing factories, turning out in excess of $25,000,000 worth of this product annually. The city also leads in the production of pianos, organs and agricultural machinery. The largest telephone plants of the world are found in Chicago, as well as the largest car factories. The wagon industry is more strongly seated in this city than at any other point. The average annual gain in building operations exceeds that of any other city in the country in proportion to the total, the value of all structures erected in 1910 exceeding $125,000,000. Other industries in which the "Windy City" leads all competitors are manufacture of school, office, store and bank furniture and fixtures, picture frames, interior finish, sash, doors and blinds. These claims are all backed by indisputable statistics.

The closing paragraph urges shippers in view of the foregoing facts to consider the advisability of shipping lumber for distribution, to Chicago. Other features discussed in greater or less detail in the pamphlet are figures telling the tale of Chicago's greatness as far as a lumber center is concerned; a resume of the yard trade in Chicago; a list of the Exchange membership in which the jobbers and wholesalers are separated from the yard man, and lastly, a table of weights of all hardwood lumber.

Our Hardwood Trade With Germany

The following statement is made by Consul General Robert P. Skinner, Hamburg:

Business in American hardwood was satisfactory to all during 1910, and the prospects for 1911 are not unfavorable. In some kinds of wood contracts have already been closed involving extensive transactions for the year.

According to preliminary estimates, 54,900 cubic meters (1,938,761 cubic feet) of hardwood, comprising logs and lumber, were imported into Hamburg in 1910. The preponderance of imports is represented by logs, of which the principal kinds are black walnut, poplar, oak, hickory, ash, and red gum. The chief kinds of cut lumber (planks, deals, and squares) are of oak, black walnut, red gum, and cottonwood.

The largest shipments in walnut consisted of hewn logs, which are used in Germany and Austria for the manufacture of veneers as well as for the purpose of being cut into planks. Manufactured veneers are chiefly sold to the manufacturers of furniture and sewing machines. Planks produced in this country from imported logs, as well as those imported from the United States already cut, are also used by furniture factories, by manufacturers of railway cars, and in the electrical industries. The imports in 1910 were 19,793 logs, comprising 7,570 cubic meters (267,330.21 cubic feet); 568,226 planks, etc., comprising 7,800 cubic meters (275,452.6 cubic feet); and 236,614 squares, comprising 450 cubic meters (15,891.52 cubic feet).

Poplar wood was almost exclusively imported in round logs, the bark of which had been removed. It is used for the manufacture of veneers and is also cut into planks. Consumers of this kind of wood are furniture manufacturers, sewing machine manufacturers, accumulator factories, etc. The imports were 14,005 logs, totaling 18,200 cubic meters (642,718.9 cubic feet).

Oak wood was principally imported in planks and only in superior assortments of white oak, because there is no demand here for red oak or for quartered oak. Logs imported with the bark are used almost exclusively for veneers, and it can be recommended that only really fine goods of white color, the wood found in the Northern States, be exported to Germany, as the southern American oak is not wanted here. Oak planks and logs are chiefly used by furniture manufacturers. The imports were 782 logs, totaling 921 cubic meters (32,524.604 cubic feet) and 161,684 planks, total 9,046 cubic meters (319,454.467 cubic feet).

[illegible] exported from Honduras [illegible] of [illegible] [illegible] [illegible] used in the [illegible] [illegible] [illegible] [illegible] of furniture [illegible] [illegible] at least [illegible] [illegible] this kind of [illegible] [illegible] [illegible] [illegible] as tough [illegible] [illegible] is possible to obtain logs of 10 inches [illegible] upward in diameter [illegible] recommended. [illegible] [illegible] [illegible] 9,780 [illegible] comprising 6,000 [illegible] [illegible] 214,887 [illegible] [illegible] and 1,066 [illegible] [illegible] [illegible] comprising 50 [illegible] [illegible] 1,765.72 cubic feet).

Hardwood [illegible] [illegible] consisted almost exclusively of round logs with the bark, which are used in the carriage building industry and for [illegible] [illegible] handles. Logs should be exported of tough quality and white color, with as little of the brown heart as can be found, in dimensions of 10 inches and upward in diameter. The imports were 2,220 logs, aggregating 1,300 cubic meters (45,908.3 cubic feet).

After having been unpopular for a number of years, the imports of red gum decrease from year to year. The majority of imports consisted of planks; however, round logs, freed of the bark as well as hewn logs, were imported for the manufacture of veneers. Planks and veneers are used in the furniture industry. The imports were 330 logs, aggregating 470 cubic meters (16,597.81 cubic feet), and 52,026 planks, aggregating 1,578 cubic meters (55,725.726 cubic feet).

Cottonwood is imported almost exclusively in planks, and is partly used as a substitute for poplar. Imports amounted to 41,044 planks totaling 770 cubic meters (27,192.11 cubic feet).

Logs are chiefly received consigned, although a few importers make firm purchases and sell the goods on the local market. Planks, etc., are partly purchased by the importer from the American exporter, and are partly sold by local agents of American exporters for the account of the firm they represent. They are also exported on consignment. [Hamburg importing firms with whom the consul suggests correspondence may be secured from the Bureau of Manufactures.]

New Addition to Otis Manufacturing Plant

In the course of a month or six weeks the Otis Manufacturing Company of New Orleans expects to have completed an addition which will double the size of its present plant. When the new structure is completed, the working force will be almost doubled, and the output will be increased over fifty per cent. Business has been increasing at such a rapid rate that this new addition was made necessary. The plant at present occupies about six squares of ground, and the company employs a force of nearly 200 men.

It is estimated that the total improvements will cost about $30,000. The finishing touches have just been put on the new dry-kiln, which at one operation can dry 16,000 feet of mahogany. It is kept tightly closed during the process of drying and a constant temperature of about 160 degrees is maintained.

Most of the mahogany used by the Otis Manufacturing Company is shipped from Honduras and Mexico and thence direct to the Otis booms where it is washed and inspected before it is sawn.

The Otis Manufacturing Company is one of the largest importers of mahogany in the United States, there being a total of only five such concerns in the country. The Otis Manufacturing Company also ships a great deal of its finished product to all parts of the world. The plant is exclusively owned by the Otis family.

New Cincinnati Hardwood House

A new hardwood concern has recently been formed under the name of the Snook-Veith Lumber Company at Cincinnati, O., with a capital stock of $100,000 to manufacture and wholesale hardwoods. The concern will be headed by G. C. Snook, with Albert Veith as his associate. Both of these gentlemen were previously connected with the Lockland Lumber Company, the former as secretary and general manager. Mr. Snook has purchased six and one-half acres of land with 300 feet fronting on the Carthage Pike, on this ground which is considered about the best location outside of the city limits, will be built a storage shed [illegible] [illegible] mill which will be added later.

Mr. Snook is widely known to the lumber trade, having been twenty-nine years in the service of the Lockland Lumber Company. He intends to proceed at once with the plans so as to have the plant in operation as soon as possible.

New Circular Saw Sharpener

The new automatic circular saw sharpener placed on the market by the Covel Manufacturing Company of Benton Harbor, Mich., and illustrated herewith, is without a doubt the easiest, most efficient running circular rip saw sharpener manufactured, as it is equipped with all of the latest improvements making it a perfect running machine. It is equipped with the Covel new improved filler attachment, by means of which the vibration of the machine is reduced to a minimum.

All wearing parts are large and well proportioned, insuring long wear, and the adjusting handles, wheels, etc., are conveniently arranged for the benefit of the operator. The machine has all the necessary adjustments for a rip [illegible] [illegible] [illegible] [illegible]

quarter of an inch deep and three-sixteenths wide. Into the groove is inserted what might be termed a band of wooden pegs similar to the bands of wooden pegs which the shoemakers use in a pegging machine.

"These bands are obtained as follows: The logs are cross cut into round discs a half an inch thick. These discs are split with the grain into the bands three-sixteenths of an inch thick. Frequently the parquet strips are assembled into larger squares right in the factory. The squares are held together by cotton bagging glued onto them and painted with a waterproof matter.

"As regards the impregnation with colophony the process seems to be very simple. The colophony is heated to approximately 345 degrees, at which temperature it is converted into a very thin liquid, this liquid is forced, with relatively light pressure, into the flooring strips. A steel cylinder is used into which are run steel cars on which the flooring strips are piled. The process occupies but a few minutes as the impregnation is to be merely to a depth of a sixteenth of an inch, which is the usual method. It seems to be an easy matter to secure full penetration with beech flooring, but it is necessary to pile the flooring somewhat loosely on the cars and in the cylinders, so as to bring the entire surface in touch with the liquid. The strips removed from the cylinder are left on the cars in an anteroom to cool down more gradually, and are then piled loosely so as to allow the colophony to dry out thoroughly.

"It is obvious that this process might be improved upon readily. It is used here on a relatively small scale for the reason that the price of colophony is extravagantly high. Impregnated beech flooring is used particularly in railroad depots, barracks, school houses and other public buildings.

"Flooring strips are usually three to four inches wide."

A Brand New Double Cylinder Cabinet Surfacer

It is gratifying to be able to call the attention of RECORD readers to another new Fay & Egan machine, as these people manufacture such a high-grade line that every new tool they put out meets an interested body of users. This new machine is a Double Cylinder Cabinet Surfacer, designed to meet the most exacting requirements of furniture factories and all kinds of woodworking plants where an extra surface is required for polishing or varnishing. It is especially adapted for use in parquet flooring factories.

In the complete [illegible] treating of this machine, particular attention is drawn to the feed, which is the strongest possible, consisting of two double geared down driven rolls. The feed works are driven on the manufacturer's improved system of [illegible] and operated by latchet lever shown at the [illegible] tion. This machine has the widest feed of any smoothing planer now made.

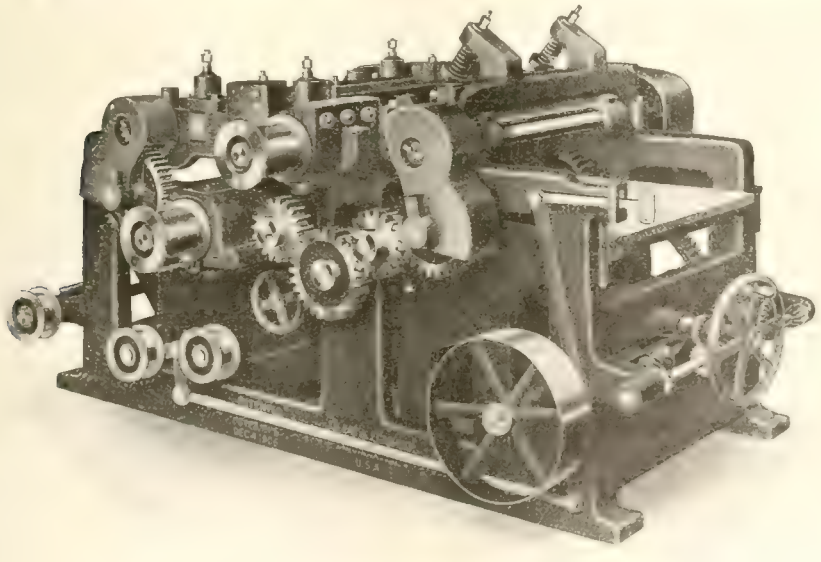
The frame is very heavy, strongly girted and bolted together, and rests on the floor the full length of the case making it perfectly free from vibration.

The cutter heads are made of [illegible] ble steel, two sided and slotted on the manufacturer's new safety cylindrical heads as ordered. The journals are mounted in patent clamp boxes, insuring against burning, and adjustable for wear. The pressure bars are adjustable, the one before the cut concentric with the circle of the knives.

The table is planed perfectly smooth and 6 feet, 4 inches long. It rests on a pair of inclines to which it is gibbed, and by which it is raised and lowered. The adjustment is made by a hand wheel shown at the front of the machine, which operates a pair of screws, one for each incline, mounted on ball bearings.

The machine is made in five sizes: 24 27 30 36 and 42 inches wide and 7 inches thick.

For further information concerning this machine, you are invited to write for a large illustrated circular to the manufacturer at 414-431 W. Front street, Cincinnati, Ohio.



DOUBLE CYLINDER CABINET SURFACER MANUFACTURED BY THE J. A. FAY & EGAN COMPANY, CINCINNATI, OHIO.

Biltmore Doings for January

The work of the Biltmore Forest School during January has covered almost every branch and every phase of forestry and lumbering, the experience in the woods and in the mills having been most diversified. Dr. Schenck has been lecturing on forest working plans.

Among excursions made during the month were those to Ysenburg, under Forstrat Reiss, and to Eberstadt under Forstrat Joseph. Both of these ranges are pine ranges, stocked with endless stands of shortleaved pine of superior quality. The stands at Ysenburg are found on a tract bought by the state several years ago. Here are located thousands of acres of pole woods, the stands being some seventy years old. All the trees are raised from seeds planted in or about 1840 on former hardwood lands run down by fire, by pasture and by reckless usage.

At Eberstadt an entirely different regeneration is being followed. Here the pineries are being clear cut, the stumpage removed, and the soil, a pure sand, worked over to a depth of fourteen inches. The soil has been enriched by the pines in nitrogen notably—so as to have become productive enough to last for a few years' farm crop of rye or potatoes. For two or three years after the cut of the old stand, agriculture and the raising of seedling pines by planting are practiced simultaneously. By this means a good share of the planting expense is frequently covered.

A number of wood-consuming plants were visited, notably a veneer mill at Darmstadt, where valuable hardwoods, many new African kinds, were being cut up. In these establishments the high quality and slow speed of the work performed are equally amazing. The same rule applies to a number of the sawmills which the students visited. The logs are fed into the saws—gang-saws forming the rule—at the speed of a funeral procession, but the lumber obtained is as smoothly sawn as if it were planed.

At Karlsruhe, on the occasion of a visit to some very interesting coppice under standard forests, in charge of Forstmeister Hamm, the students had a chance also to study the importation into Germany of American, Russian and Swedish lumber. It is amazing indeed to find that, within eyeshot of the spruce woods on the hills, the pine woods in the valley, and the oak woods in the inundation districts, Swedish spruce, Russian pine and American oak are piled up in the lumber yards.

The second half of the month of January was spent in the heart of the Black Forest, at the Hotel Sand. The usual lecture work was carried on during the forenoons, while the afternoons were given up to excursions into the snowy woods. In the Black Forest, spruce and fir are regenerated from selfsown seed. The present stand is the first after the primeval one, which was removed between 1750 and 1850 by means of splash dams, now superseded by excellent roads.

Forestry operations are at a stand-still during winter, usually, with the exception only of log transportation from the woods. The logs are tied together on the roads into rafts; and the team takes a raft of logs at a time over the well-graded roads, the macadam of which is covered with a heavy crust of snow and ice.

The students also had a good chance, in the course of the month, to see various tree-felling machines. The advantage in the use of these machines lies, on the one hand, in the possibility of throwing a tree—wherever it may lean—in a different direction; and on the other hand, in the possibility of adding a part of the stump onto the butt log of the tree.

At the Darmstadt Technical University the students were treated to a series of timber tests, conducted by Dr. Preuss, and showing the tensile strength, bearing strength, breaking strength, elasticity, compressibility, abrasibility and other "bilities" of timber. The Polytechnicum at Darmstadt is wonderfully well-equipped for experimental [illegible] like those shown continuously on account of the industries of southern Germany.

Linehan Lumber Company Makes New Alliance

Under date of February 23, the Linehan Lumber Company of Pittsburg, Pa., is out with an announcement to the trade that it is opening branch offices at No. 1 Madison avenue, New York City, and that hereafter it will sell the output of Vansant, Kitchen & Co.'s mills in the eastern territory.

The Pittsburg office of the Linehan Lumber Company will be continued as in the past, but the New York branch will be equipped with sales representatives as well.

Under the same date Vansant, Kitchen & Co. of Ashland, Ky., the big poplar and oak manufacturers, advise that the Linehan Lumber Company, with offices at Pittsburg and New York, in the future will act as their eastern selling agents. Vansant, Kitchen & Co. bespeak for the

[illegible] Lumber Company's continuance of the [illegible] has enjoyed in the past and [illegible] prompt execution of all orders placed with [illegible] Lumber Company.

The Linehan Lumber Company specializes in soft yellow pine, poplar, plain and quartered oak, chestnut, basswood, red gum, spruce, hemlock, hardwood flooring and oak timbers and planking.

The fine record that the Linehan Lumber Company has made in the past will surely be augmented by its direct representatives in the New York [illegible] and [illegible] a fine eastern trade.

A Fine Bunch of Timber

John C. Spry, the well-known land and timberland dealer at 1230 Corn Exchange Bank building, Chicago, supplies the RECORD with a schedule of the timber growing on 552 acres of Arkansas land owned by him. The table showing the various types of growth and the diameter in inches is herewith appended:

In. diam.	No. trees, wh. oak	No. trees, red oak	No. trees, gum	No. trees, hickory	No. trees, ash	No. trees, elm
14	202	190	151	240	140	47
16	547	500	433	313	126	86
18	608	522	651	244	43	64
20	380	308	353	175	14	36
22	360	245	349	129	14	10
24	671	273	401	174	5	7
26	658	145	223	98	5	6
28	586	204	200	92	5	1
30	551	104	183	51	..	..
32	384	53	188	33	..	..
34	412	28	52	34	..	..
36	294	40	60	13	..	..
38	230	21	15	8	..	..
40	144	10	12	4	..	..
42	53	7	5	1	..	..
44	87	7	5	..	..	..
46	3	..	..	..	..	..
48	109	8	3	1	..	..
50	20	7	2	..	..	..
52	12	..	1	..	..	..
54	19	4	1	..	..	..
56	10	1	1	..	..	..

According to the tables furnished by the United States Bureau of Forestry, these trees show upwards of 5,000,000 feet, which marks them as one of the most remarkable little blocks of hardwood timber of its size in the United States.

Mr. Spry regards it as the finest piece of timber that he has ever seen, and he pretty nearly knows what he is talking about when he discusses timber tracts.

Mr. Spry for [illegible] years has been interested very heavily in Arkansas timber, and this is only a minor piece of several large holdings that he possesses in that state.

Successors to Studebaker Automobile Company

News has been received to the effect that a new corporation has been formed to purchase the property and assets of the Studebaker Brothers Manufacturing Company of South Bend, Ind., and the E. M. F. Automobile Company of Detroit. The Studebaker corporation had an authorized capital of $45,000,000. The purchase involved $[illegible] which [illegible] will be paid for in stock of the Studebaker corporation, $43,589,000 at par, of which $13,500,000 [illegible] paid [illegible] The incorporators of record are M. Gregg Lattimer, John O. Marsh of New York, and John B. Turner of Basking, N. J.

Eastern Siberia Lumber

What few timber concerns there are in eastern Siberia are engaged in foreign trade operating only on the sea-coast, notwithstanding the fact that the coast has several bays and good sized navigable rivers, backed with large forests.

The Amur [illegible] contains the best areas of timber. The timber is very thin along the coast, a great deal of it being fog beaten for some distance inward, and would not pay for large undertakings.

The amount of timber exported in the Armur river system has been very liberal. It has only been in the last three or four years that any shipping to speak of has been done. The following statistics were taken:

In 1905, 106,000 logs.
In 1907, 480,000 logs.
In 1909, 750,000 logs.

The most of this timber that is cut is used in local markets with the exception of three, Nikolaievsk, Amugun river and the Kisi lakes. For the past two years the Russian government has been sending surveying crews into these vast forests, but it has been slow work. The Amur river system covers an area of about 2,000,000 square miles, but of this only 400,000 square miles can roughly be estimated available for timber. Local reports say that the merchantable trees would average forty-five per acre, so by this basis there would be 256,000,000 acres and 11,520,000,000 trees. The maturity of these trees is 100 years, hence without diminishing the forest, 115,200,000 trees could be cut per year. The navigable season of these rivers is short, being generally from May to about the last of October, with 8,000 miles navigable and the total length suitable for rafting. Because of the lack of timber charts, the land has to be surveyed twice, first by the owner to locate good timber, and second by the government before operations can be started. Besides, the season is short and only a four-year contract on the land, with a chance of renewing for four years, is permissible, which it is to be hoped will soon be changed to twelve years. This and because of the objectionable clause in the law, by which a minimum and maximum is fixed for the cutting of logs, prohibits a great deal of foreign investment. If the required amount is not cut a stumpage tax is charged for the full amount cut.

The labor question is also a big factor, as the law provides that all laborers shall be Russian, which greatly retards the industry, as the wages of the Russians are higher than those of laborers of other classes, such as Chinese and Koreans.

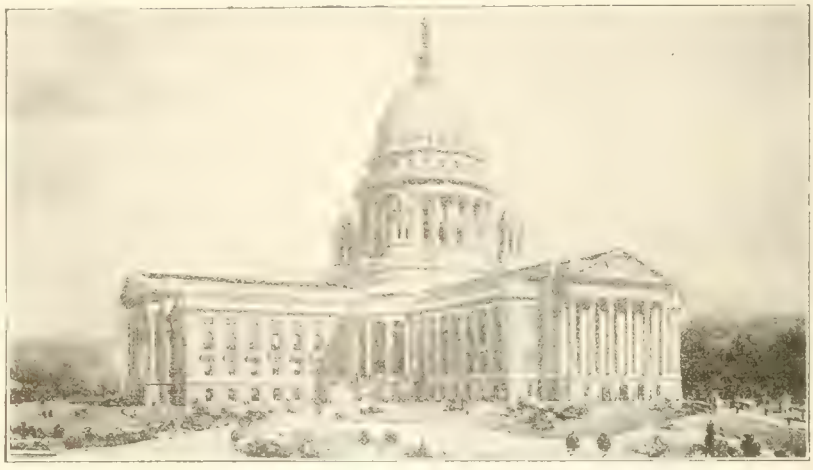
The harbor of Vladivostok has been provided with facilities for handling timber and this, combined with the fact that if a through freight rate were quoted by the Chinese Eastern Railway and Ussuri Railway, would soon make Vladivostok an important shipping port. The fact that the timber industry has been given little attention, if any, was proved by the fact that up until the year 1907 timber was imported to Vladivostok. Most of the lands are in the hands of the government, which has strict laws that must be obeyed. Freight rates are about fifty per cent too high. The reason for this is that the roads are owned by the Chinese, who are holding the rates high to protect their own lumbermen in Manchuria.

The timber exported to Europe and Australia in 1908, 1909 and 1910 was considered quite a success, as 69,000 round logs from the Imperial harbor and 6,000 logs from Tournay bay were shipped to Australia. The next season promises a larger development, as Germany and Great Britain are in the market for large contracts, which total about 2,000,000 cubic feet. The prevailing export is sawn cedar, with prices as follows per cubic foot: First class, 38 to 40 cents; second class, 43 cents, and third class, 23 to 25 cents. These prices are f. o. b. Vladivostok for May to August deliveries.

Eastern Siberia has attracted a few European investors, but as yet no American timbermen have invested.

I X L Flooring in Prominent Position

The accompanying cut is illustrative of the capitol building at Madison, Wis., which structure was recently finished. It is furnished throughout with I X L brand of rock maple flooring furnished by the Wisconsin Land & Lumber Company of Hermansville, Mich. This flooring is manufactured from the celebrated Lake Superior rock maple, which is conceded to be the hardest maple in the world. The Wisconsin Land & Lumber Company owns about 2,000,000,000 feet of this type of timber, and is also in a position to furnish birch flooring and special flooring of birdseye maple and cherry. It further carries a complete stock of hardwood lumber, basswood, hemlock, pine and cedar shingles, posts, poles, etc.



WISCONSIN CAPITAL AT MADISON, WIS., FLOORED WITH I X L ROCK MAPLE

State Regulation to Perpetuate Supply

With the rising tide of popular interest in forestry has come a strong demand for the regulation of private forests by state governments. In more than one state laws have been proposed aiming at the control or limitation of timber cutting by land owners, by obliging them to leave a certain portion of the timber standing, but so far no state has actually passed any such legislation. The utmost accomplished has been to compel owners to reduce the fire risk resulting from lumbering, by making proper disposition of the tops and brush.

Has the state a right to prescribe conditions affecting the handling of private property, if such action tends to diminish the profits and increase the expenses of the owners? It has this right, provided it can be shown that such regulation is necessary to prevent definite damage to the property and welfare of others. But this damage must be of a character and severity that justifies the state in taking such action. This principle underlies all forms of state regulation, as factory laws, prevention of stream pollution, or any law, the effect of which is to force private owners to do things at their own expense, in order that the public welfare may be better safeguarded, and to do them without compensation from the state.

Although no laws have been passed regulating

cutting of timber, it is well known that the supreme court of Maine, in March, 1908, rendered, at the request of the Maine legislature, an advisory opinion upon the constitutionality of laws designed to "restrict the cutting or destruction of small trees growing on wild or uncultivated lands, by the owner thereof, without compensation therefor, to such owner." The court upheld the constitutionality of such proposed legislation on the general grounds that "the legislature has full power to make and establish all reasonable laws and regulations for the defense and benefit of the people of the state, not repugnant to the constitution of the state or the United States, * * * and however inconvenienced, restricted or even damaged particular persons and corporations may be, such general laws and regulations are held to be valid unless there can be pointed out such provision in the constitution of the state or of the United States, which clearly prohibits them." The constitutional provision most apt to be cited as a barrier to such legislation is: "Private property shall not be taken for public uses without just compensation." The Maine supreme court's opinion covering this point was: "We do not think that the proposed legislation would operate to 'take' private property within the meaning of the constitution. While it might restrict the owner of wild lands in his use of them, might delay his taking some of the product, might delay his anticipated profits, and might even thereby cause him some loss of profit, it would nevertheless leave him in his lands, their product and increase untouched and without diminution of title, estate, or quantity. He would still have a large measure of control and large opportunity to realize values. He might suffer delay but not deprivation. While the use might be restricted, it would not be appropriated or 'taken.' "

Can the state force an owner to modify his cutting for the purpose of continuing the productiveness of the forest, for the sole purpose of furnishing the public with wood products?

Theoretically this might be done if it could be shown that wood was indispensable to the public welfare, that it could not be obtained elsewhere, nor satisfactory substitutes found, that the amount of land available for wood production was limited, and that the state itself could not assume the burden of purchasing and managing such lands for wood production. In this connection the supreme court of Maine said: "The amount of land being incapable of increase, if the owners of large tracts can waste them at will without state restriction, the state and its people may be helplessly impoverished, and one great purpose of government defeated." But while possible, the constitutional grounds upon which such legislation rests are rather shaky, and depend not only on demonstration of the need of such measures, but also upon the cost to the owner.

Timber is a crop, but one which requires from forty to one hundred years to grow. Let us compare it with agricultural crops. It is a matter of vital interest to the public that all agricultural soils be brought under cultivation, and that the methods of crop rotation and diversified farming best calculated to maintain the productiveness of the soil and the largest yields be generally adopted. If it has been clearly demonstrated that fertilizer is necessary, a law might be passed requiring the use annually of a certain quantity per acre of commercial fertilizer or its equivalent in barnyard manure for every acre of tillable land. The proper rotation of crops, grain, hay and pasture, might be worked out for certain districts and incorporated into a law whose purpose would be to force improvident or ignorant farmers to do better farming, on account of the importance to the community of preserving the fertility of the soil and producing the maximum yields. Has such legislation ever been passed? And would any legislature of farmers find great difficulty in pointing out a few fairly plausible reasons why it should not pass? From the standpoint of the producer, he alone should be the judge as to methods, since he must bear the financial risk of the undertaking. And the farmer knows well enough that no law could be passed regulating his methods, since these must be determined according to local conditions in every case. Fortunately, the interests of the individual and the community roughly coincide in the case of agriculture, and, since sound methods pay best in the long run, they will be adopted sooner or later. The public interests in progressive farming are not cared for by laws regulating the operations of the farmer, but by laws for the support of experiment stations, and providing methods for the dissemination of progressive ideas, and the education of farmers' sons in modern farming methods.

Financially, the owner of timber land is in the same position as the farmer. Timber may be necessary to the public, almost as necessary as food crops, but the grower of timber crops must make it pay. The public has no more right to demand that land owners raise timber crops if they cannot do so without losing money than it would have to insist upon farmers or manufacturers conducting their business in the face of certain financial loss or ruin. In the case of the timber land owner, risks of an especially pronounced nature must be incurred if he is to cut a second crop of timber from his lands. All his expenses are practically sunk in his young timber, and can not be realized on until it is big enough to cut. This period even for rapidly growing species is seldom less than forty years. To cut sooner would sacrifice a certain large value for a very small immediate value. Since not only is the investment sunk but the use of the money is lost for the period, there being no income, the expense increases at compound interest for the entire period and would equal the accumulation of a similar sum deposited in a savings bank and not touched for an equal period of years.

An owner cannot practice forestry without incurring expense, and this comes principally at the start. It costs something to leave timber standing when logging a tract, since not only is the timber not realized on, but the logging operation costs nearly as much without as with the timber not taken. It costs something to burn brush, lop tops, build fire lines and protect the property from fire. Taxes will have to be paid for forty years on the property, on a valuation and rate largely determined by local officials who are apt to discriminate against non-resident timber land owners, and these taxes will accumulate at compound interest against the investment, until the timber is big enough to cut. The property produces no revenue from which to pay them until the timber can be sold. During this period there is a constant risk of fire, which in some districts amounts to a certainty that young timber will be destroyed. Old timber with its thick [illegible] cut and used, but the young stands are worth [illegible] fires.

Under these conditions would it be constitutional to require land owners to grow timber for the benefit of the public and assume all the risks? It is clear that the growing of timber crops by private persons may be encouraged but not forced by law, for it would be doubtful if the state could guarantee freedom from financial ruin which is a prerequisite to such a requirement. The duty of the state is to strengthen her system of fire protection so as to reduce the now almost prohibitive risk to a reasonable one, and to reform her tax laws so that the forest crop is taxed, if at all, only when it is harvested, and not every year during its growth. Progressive states are already accomplishing great things in the improvement of fire protection, but so far no state has given the land owner any encouragement whatever on the subject of taxation, and the present system if accompanied by increase in valuation of timber lands, which seems probable, might absolutely prevent private citizens from growing timber profitably. In addition to these beneficial measures, states can and do, through the office of state forester, and the establishment of demonstration forests and in other ways, encourage and educate the individual to grow timber. Can they force him to do it?

H. H. CHAPMAN in American Forestry.

Mexican Timber

In Vera Cruz, Mexico, it is stated by American timber experts who have recently returned from an inspection tour of the mahogany and cedar regions in the tropics of Mexico, that most of the land near the water's edge has been exhausted of valuable timber. A large part of the country along the river from the port of Tuxpam to Progreso has been stripped of mahogany and cedar, notwithstanding the fact that quite a number of mahogany logs are shipped each year from the port of Laguna in Campeche.

About all the mahogany and cedar has been cut within profitable distance of water transportation in Campeche. Even the old method of hauling with mules is not of any commercial profit. It is economically handled by the railroads back on the sea-coast where this hardwood [illegible] in plenty.

Beginning at Yucatan and reaching some 300 miles in a line northeast and southwest with an average width of some 100 miles, there is an area of 35,000 square miles of fine mahogany, cedar and dye woods. Some of this territory reaches into Belize, with the majority of it being in Guatemala.

Right Way to Put on Spliced Leather Belts

The general opinion has always been that the correct way to put spliced belts on the pulley was to place them so that the splice or joint would run on the pulley side and against the splice on the outside of the belt. The inside can take care of itself, as the joint is kept smooth by the contact and pressure of the pulleys (especially is this the case where any belt dressing is used). It is always the outside of a splice that opens up and causes trouble. In running over the pulleys the tendency is to open the splice on the outside and close it on the inside. After the thin edge once starts to open the air is forced under it (as it runs thin edge first on the outside) and it soon becomes detached. Instead splice belts should be run with the splice on the pulley side so as to offer no resistance to the air on the outside of the belt.

Centennial Anniversary

The well-known house of lumber merchants, the Davenport, Peters Company of Boston, Mass., will be able on May 1 to place the word "centennial" at the head of its stationery. This house was founded under the name of Edward D. Peters & Co. on May 1, 1811. On May 1, 1876, it became George H. Peters & Co. On May 1, 1887, it was changed to Davenport, Peters & Co. On May 1, 1906, the house was incorporated as the Davenport, Peters Company.

At the head of this house is George H. Davenport, president; William B. Bacon, treasurer; Louis M. Pratt, secretary. The main office of this veteran institution is in the Mason building, Boston, Mass., and it also has a New York branch.

Miscellaneous Notes

Gibbs, Hall & Allen Company of Grand Rapids, Mich., are closing out its business.

The L'Anse Bay Lumber Company of L'Anse, Mich., was recently incorporated with a capital stock of $250,000.

The McIntosh Lumber Company of Centralia, [illegible] is estimated at $100,000.

[illegible] Lumber Company of [illegible] has recently incorporated with a capital stock of $25,000.

The [illegible] Lumber Company of El Paso, Tex., has recently filed an amendment to its charter, decreasing its capital stock from $75,000 to $50,000.

The [illegible] Lumber Company of Union, Ky., was recently incorporated with a capital stock of $5,000 by A. J. Thornton, T. W. Thornton and John Greenwell.

The J. H. Phipps Lumber Company, manufacturer and wholesaler of hardwood lumber at Fayetteville, Ark., has recently increased its capital stock from $150,000 to $200,000.

Fire recently destroyed the sawmill and about 40,000 feet of lumber of the Morgan & Martin Lumber Company of Luverne, Ala. The loss is placed at $50,000, with no insurance.

The Harrison Cochran Lumber Company, domiciled at Meridian, Miss., was recently incorporated with a capital stock of $25,000 by J. S. Harrison, C. W. Cochran and J. L. Hart.

The South Texas Lumber Yard of Houston, Tex., was recently incorporated with a capital stock of $100,000. The incorporators are R. M. Farrar, N. E. Meador and A. D. Timmons.

The Hub City Lumber Company has recently been incorporated at Oklahoma City, Okla., with a capital stock of $20,000, by R. F. Brown, O. H. Elliott and J. M. Bennett, all of Oklahoma City.

The B. F. Gleason Manufacturing Company, manufacturer of embalming boards at Brockport, N. Y., advises that it is planning the erection of a new factory 200x40 feet, and will increase its line.

The J. G. Mash Lumber Company of Georgetown, Miss., recently sold its plant and holdings to W. J. Boatner of Hopewell, La. Mr. Boatner will continue to operate the plant at the present location.

The Liberty Hill Lumber Company of Liberty Hill, Williamson County, Tex., was recently incorporated with a capitalization of $10,000. The incorporators are J. H. Comer, L. W. Kent and J. C. Landrum.

A new corporation for the manufacture of furniture is being organized at Chester, Ill. The promoters are Dr. George Hoffman, Charles Welge, Rudolph Welge, Detlef Ahrens and Edward C. Ollster.

The Pine Mountain Manufacturing Company of Pikeville, Ky., was recently incorporated with a capital stock of $5,000, to manufacture lumber. The incorporators are J. L. Morgan, W. D. Sutton and L. O. Young.

The White Oak Lumber Company of Ferdinand, Ind., was recently incorporated with a capital stock of $4,500 to deal in lumber. The incorporators are August F. Gehlhausen, August Barth and S. W. Pitts.

The Union Lumber & Supply Company was recently incorporated at Collinsville, Okla., with a capital stock of $10,000. The incorporators are J. H. Middleton, Marvin McCarty and C. T. McCarty, all of Collinsville.

The Noxapater Lumber Company of Noxapater, Miss., whose sawmill was destroyed by fire last November, are rebuilding its plant. The mill will have a daily capacity of 35,000 feet and will cut both hardwoods and pine.

The Danziger Furniture Company of Shelbyville, Ind., was recently incorporated with a capital stock of $30,000, to manufacture and sell furniture. The incorporators are A. E. Speigel, C. A. Speigel and Gustav Danziger.

Homer L. Stanley, manager of the B. F. Thomas Lumber Company of Carthage, Mo., has bought a half interest in the company. The name of the company will remain unchanged, and the policy and management will remain as heretofore.

The Bachman Lumber Company of Easton, Pa., was recently incorporated with a capital stock of $5,000 to manufacture hardwood lumber.

A new incorporation for Marshall, Va., is the Madison Lumber Company, which has an authorized capital stock of $10,000.

The Folding Table & Bench Company of Chicago, Ill., has recently been incorporated with a capital stock of $10,000 to manufacture tables, benches and household furnishings. The incorporators are Markoa Smiljanic, Peter Badovinac, Macie Smiljanic and Nick Makar.

Articles of incorporation have recently been filed by the White Bear Lumber Company of St. Paul, Minn. The capital stock of the new company is $12,000 and the officers are Robert Stoughter, president; T. A. Stoughter, treasurer, and Carl R. Magnuson, secretary.

The E. T. Lindsay Manufacturing Company was recently incorporated at Jackson, Tenn., with a capital stock of $15,000, to manufacture bank, school, office, store, church and other kinds of furniture. The incorporators are T. E. Lindsay, John Cockrill, E. G. Parish, L. L. Fondille and Paul Baldridge.

R. Alden & Sons have established a new factory at Bruce, Wis., in which they are manufacturing wood turnings both enameled and in the white. This concern was formerly located at Waukegan, Ill., and afterwards at Ladysmith, Wis. The Ladysmith plant was burned in August, 1910.

A new incorporation for Birmingham, Ala., is the Jay Smith Lumber Company, which has an authorized capital stock of $10,000. The new concern will do a general lumber business. The officers elected for the first year's business are: Jay Smith, president; Ed S. Moore, secretary and treasurer.

John Burmeister, associated with Nolan Brothers of Memphis, will develop a 12,000-acre tract of hardwood in Louisiana which he purchased some time ago. Mr. Burmeister will open up a hardwood distributing yard at Minnesota Transfer, where E. H. Nolan will make his headquarters. L. C. Nolan will be located at the mill end.

The Butte County Mill & Lumber Company of Oroville, Cal., was recently incorporated with a capital stock of $75,000. The company has incorporated for fifty years and its purpose is to do a general lumber business. The directors are James A. Edgecumbe, Robert I. Pierce, Fred Kemp and W. W. Ogier of Pasadena; Wm. H. Germain of Los Angeles and Clark Standiford of Tilden.

S. J. Sparks of Troy, Ala., and R. L. Hobdy of Union Springs, Ala., have formed a partnership under the firm name of Hobdy & Sparks to carry on a lumber business on an extensive scale. The new concern has secured the site formerly occupied by the handle mill of Caldwell & Haynes and will shortly erect thereon an office building and sheds capable of carrying the complete stock of the company.

The Range Lumber Company, formerly owned by Wm. and F. King of Grand Rapids, Minn., with yards in Chisholm, Buhl, Gilbert and Nashwauk, has sold its interests to the Dower Lumber Company of Wadena. L. D. French, who has been auditor for the Range company, is now a member of the board of directors of the newly organized company and will have his office and headquarters at Chisholm, Minn.

The New Orleans Furniture Company of New Orleans, La., one of the largest and best equipped manufactories of its kind south of the Ohio river, will soon spend more than $100,000 in the construction of a new addition to its present large factory at Front and Bellcastle streets. New machinery will be installed and the present force of workers increased. The company is endeavoring to have the Orleans Levee Board move the levee at Front and Bellcastle streets some 300 feet toward the river. If this is done ample room for the new addition to be erected will be made. Just as soon as the levee is moved work on the new addition will be commenced. It will take about three months to move the levee.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

E. A. Thornton, president of the E. A. Thornton Lumber Company, left last Wednesday to spend a week at Hammond, La.

Vansant, Kitchen & Co. of Ashland, Ky., will open a branch office at 1504 Steger building on March 1. W. H. Matthias, who is well-known to the trade in this vicinity, will be in charge.

Secretary H. C. Miller of the Hardwood Mills Lumber Company, Monadnock building, Chicago, returned on February 22 from a three weeks' trip to southern mill points. He reports a shortage in plain red oak and a decidedly improved condition in the gum market.

H. D. Langille, manager of the Portland office of James D. Lacey & Co., visited Chicago recently in company with Victor Thrane of the same concern.

George D. Griffith, accompanied by C. C. Hibbard, the head of the hardwood department of George D. Griffith & Co., Chicago, made a trip to Wausau and Rib Lake, Wis., last week to pick up some stock. Mr. Hibbard has remained over to overlook the shipment.

W. H. Russe, of Russe & Burgess, Inc., Memphis, Tenn., was a Chicago visitor on February 17, and beside transacting considerable business was a guest at the monthly meeting of the Chicago Hardwood Lumber Exchange.

Edward Hart of the Panama Hardswoods Company of Los Angeles, Cal. was a Chicago visitor last week.

J. D. Lacey of the timber house of J. D. Lacey & Co., Chicago, reached Chicago from New York for a few days last week and has now returned to his winter home in New Orleans.

John Weidman, Jr., of Mount Pleasant, Mich. was a HARDWOOD RECORD caller on February 17. Mr. Weidman was on his way to the northern peninsula of Michigan, where he and his father have large timber holdings.

H. C. Johnson of the Drummond Timber Company, Kreetan, Mich., was a Chicago visitor on February 17. Mr. Johnson is spending most of his time at present straightening out the affairs of the Bogardus Land & Lumber Company of Palston, Mich., of which he is receiver.

F. I. Nichols of the Nichols & Cox Lumber Company, the hardwood lumber and flooring manufacturer, of Grand Rapids, Mich. was a Chicago visitor on February 16.

J. G. Brown of the W. P. Brown & Sons Lumber Company, Louisville, Ky., spent a few days with his Chicago customers last week.

Oscar Babcock of E. V. Babcock & Co., Pittsburg, Pa., was in Chicago on business on Feb[illegible] 14.

Z. Clark Thwing, head of the Grand Rapids Veneer Works, Grand Rapids, Mich., manufacturers of lumber drying equipment, was a Chicago visitor on February 13. Mr. Thwing reports a tremendous demand for his dry kiln equipment. Mr. Thwing on this visit had with him E. H. Sonneman, his western dry kiln representative.

There was an unusually large number of hardwood sales managers and salesmen in Chicago

during the last few days in attendance at the organization of the Lumber Sales Managers Association. Mention of the names will be found in connection with the report of this meeting.

Among the HARDWOOD RECORD callers during the last few days was W. J. Wagstaff, Oshkosh Wis., Thos. W. Fry and W. W. Dings of St. Louis, Mo.

G. Von Platen of the Von Platen Lumber Company, Iron Mountain, Mich., spent a few days in Chicago this week, and was a welcome RECORD caller on February 24.

George B. Osgood, representing the Lamb-Fish Lumber Company of Charleston, Miss., in Chicago, is now comfortably located in his new quarters at 943 People's Gas building.

Under the head of "Business Opportunities" in this issue of the RECORD is an announcement of a Liverpool mahogany commission buyer seeking to undertake purchases for American users of this wood. This gentleman is well known in the English markets, having had long connection there, and the RECORD believes him to be competent and responsible. Communication can be had with him either through the signature attached to the advertisement, or through the editor of HARDWOOD RECORD.

The RECORD had a call a few days ago from Hugh M. Curran, connected with the Bureau of Forestry in the Philippine Islands. Mr. Curran is in the United States on leave and is spending his time in talking with lumbermen in an effort to create an interest in the wonderful forest resources of the islands. Mr. Curran is very well posted on the various varieties of Philippine woods and on the forest resources of the Philippines. From his analysis of the situation, it is believed that the islands offer comparatively little inducement for the small operator, but the practical lumbermen who can make investments of a million dollars or more in comprehensive timber tracts, can secure good financial returns for their investment and operation.

The editor of the RECORD wishes to acknowledge receipt from the National Wholesale Lumber Dealers' Association of an elaborately engraved invitation to be present at its annual meeting and banquet at the New Willard Hotel, Washington, D. C., on March 1 and 2.

John S. Benedict of John S. Benedict Lumber Company has recently left to spend the remainder of the winter in California.

Jacob J. Fink of Fink Heidler Lumber Company of Chicago had cards distributed at the outset of the last Chicago Hardwood Lumber Exchange meeting announcing the fact that he is now running for alderman of the Thirty-fourth ward on the Republican ticket. HARDWOOD RECORD wishes him all possible success.

The RECORD recently received word to the effect that the Yale Lumber Company, manufacturer of oak and poplar lumber at Yale, Ky., at its annual meeting elected the following officers for the ensuing year: John Q. Johnson, general manager; J. T. Plumer, manager heading department; Harold R. Stone, manager sales department. Harold R. Stone will make his headquarters at the Cincinnati, O., office, but will spend much of his time selling and at the mills.

The Chicago branch office of the Van Cleave Lumber Company of St. Louis, Mo., has recently changed its location from 172 Washington street to 954 People's Gas building. This concern is one of the producers of both hardwoods and softwoods. It guarantees a prompt delivery of orders in first-class, band sawed, kiln-dried stock.

On the afternoon of February 16 the board of directors of the Chicago Wholesale Lumber Dealers' Association met and discussed the topic of amalgamation of the three associations. Finally, this matter, which had been submitted in the final report of the consolidation committee for a formal report, was passed on.

Joseph H. Dion, senior member of Maisey & Dion, Chicago, has been receiving many congratulations recently on the arrival of a ten-pound boy at his home.

NEW YORK

The Norwood Manufacturing Company, Long Lake, N. Y., selling headquarters at Utica, N. Y., the large manufacturer of spruce and wholesaler of general lumber, has employed William Griffin, a hustling western lumberman, to represent it in a selling capacity in the Metropolitan District. Mr. Griffin will make his headquarters at 1 Madison avenue. The spruce products of the Norwood Manufacturing Company are distributed through the Stevens-Eaton Company, 1 Madison avenue, and that arrangement will continue as formerly, Mr. Griffin representing the Norwood company in its general wholesale department, handling northern and southern lumber. The Norwood Manufacturing Company is one of the best known firms in the state and its entrance into the wholesale trade of the Metropolitan District is a distinct gain for that branch of the trade.

The annual dinner of the official and selling staff of the Stevens-Eaton Company, wholesaler, 1 Madison avenue, was held at the Hotel Manhattan January 7. This dinner is an annual occurrence tendered by the heads of the company to its official family. The dinner was presided over by President G. A. Mitchell, assisted by George M. Stevens, Jr., head of the New York office. Suitable souvenirs were presented and an enjoyable evening was spent.

Among the foreign visitors to the Metropolitan market during the fortnight were A. Reischenburg of Marseilles, France, and Allan Munro of Liverpool, England.

Fire early on the morning of February 12 did about $20,000 worth of damage to one of the storage sheds in the big lumber and wood working premises of Hardy, Voorhees & Co., Grand street and Newton creek, Brooklyn. The loss is fully covered by insurance.

H. D. Billmeyer of the Billmeyer Lumber Company, Cumberland, Md., large manufacturers of heavy hardwood timber for dock, bridge and ship work, was in town during the fortnight on one of his periodical business trips. This is Mr. Billmeyer's first visit for some time, he having just recovered from a severe attack of typhoid fever. He is looking hale and hearty again and is glad to be back on the job.

W. R. McMillan of Eureka, Cal., superintendent of the Vance Redwood Lumber Company of that place, the Hammond Lumber Company of Astoria, Ore., and the National Lumber Company of Los Angeles, Cal., has been spending several days in town with S. A. Vanderveer, local manager of the Hammond Lumber Company, 80 Wall street, arranging for contracts and general work in connection with the large business of these companies in the East.

W. E. Marsh, president of the Empire Lumber Company, which recently acquired one of the finest and biggest timber properties on the Pacific coast in the Vancouver, B. C., district, sailed from here on February 8 for England to meet leading financial interests identified with the company. Mr. Marsh's visit abroad is in connection with plans fast maturing to develop this timber property on a large scale.

C. W. Manning, wholesale hardwoods and veneers, 66 Broad street, is on a business trip to the West.

Edward Hines, the prominent Chicago hardwood lumberman, was a visitor in town for a day or two during the fortnight.

The annual meeting of the New Jersey Lumbermen's Protective Association will occur at the new Washington cafe, Broad street, Newark, on February 21. The business session will commence at one o'clock and the banquet at six.

The lumber firm of Herbert Mead, Jr., wholesalers, composed of Herbert and Lawrence J. Mead, has been dissolved by mutual consent, Herbert Mead, Jr., acquiring the interest of Lawrence J. Mead. Concurrently Herbert Mead, Jr., and the Mead Lumber Company announce the removal of their [illegible] offices to Hastings-[illegible]

[illegible] N. Y. A branch office [illegible] 20 East 42nd street, Manhattan.

BUFFALO

Mrs. Alice B. Briggs, wife of James M. Briggs, the well-known Buffalo lumberman and former vicegerent for this district, died suddenly on February 14 at the family home in this city. Besides her husband, she is survived by a daughter, Sarah F. Briggs. Mrs. Briggs had been in fairly good health up to the day of her death.

B. J. Darling of Blakeslee, Perrin & Darling has returned from a short trip to Kentucky and West Virginia, where he purchased a good-sized stock of lumber.

B. H. Hurd, president of Hurd Brothers, one of the petitioners for a receiver for the Ontonogan (Mich.) Lumber & Cedar Company, states that a disagreement among the stockholders is the cause for this action. The company is in a prosperous condition and business is likely to be continued.

A. W. Kreinheder of the Standard Hardwood Lumber Company, leaves for the South this week and will visit the company's mills in Kentucky and Alabama. He is planning to attend the National Wholesale Lumber Dealers' meeting at Washington before his return.

H. A. Stewart of I. N. Stewart & Brother has been spending the last week or two in New York and vicinity on business, sending in orders for a number of cars of lumber of various kinds, including common chestnut.

J. B. Wall of the Buffalo Hardwood Lumber Company starts this week for Mount Clemens, Mich., where he expects to recuperate from the stress of business. The yard is selling a fair amount of birch, in which the demand continues good.

Hugh McLean, who keeps well in touch with the lumber situation and attends most of the meetings of importance, is expecting to be present at the National Wholesalers' meeting to be held at Washington next month.

T. M. Sullivan reports February as a satisfactory month with his yard, with some excellent sales of Pacific coast hardwoods. He is looking forward to a still better business in March.

The February trade at the yard of A. Mayer is very good, the demand for birch and maple always being in excess of the supply and both plain and quartered oak doing well.

PHILADELPHIA

W. J. Mingus of Mingus & Rutter says there has been a fair amount of business since the first of the year and predicts an expanded activity as the spring opens.

Joseph P. Dunwoody of Fleck and Dunwoody, reports a somewhat limited business at this time, but admits that the average amount of trading has been fair, and that the outlook is encouraging.

George G. Barr of Beecher & Barr says that although business is not quite up to expectations, they have moved a respectable amount of lumber and there is a tendency to buy in the near future, which augurs well for 1911.

William P. Shearer of Samuel H. Shearer & Son has no fault to find with trading considering time of year, and anticipates a gradual advance to begin soon. They have recently engaged G. M. Marroney to look after eastern Pennsylvania and J. E. DuBois, formerly with the Champion Lumber Company, Ocean City, N. J., to cover the southern New Jersey field.

William H. Fritz of W. H. Fritz & Co., says [illegible] for 1911 are looking [illegible]

John Halfpenny, of Halfpenny & Hamilton, is complacent over general trading and considers the outlook promising.

[illegible] C. Richter [illegible]

[illegible] states that the company is busy. Its mill at Watoga, W. Va., is active and its new mill at Newville, Pa., is busy getting out stock. W. A. Murray, vice-president and sales manager, recently returned from a prolonged stay at Watoga [illegible] plant.

[illegible] hardwood men, tranquilly discusses present con- [illegible] what he orders and to live up to every promise, has brought him much of his success in the trade. He has recently made an excellent addition to his selling staff in the selection of T. A. Updegraff, a veteran in the hardwood field, who will take charge of eastern Pennsylvania and New Jersey.

The McIlvains' Lumber News for February re- [illegible] its convenient full stock list, it contains valuable information on various subjects, and its excerpts on tree lore are especially interesting.

[illegible] dealer, died on February 10 near Lancaster, Pa.

The Eastern Wholesale Lumber Company, Harrisburg, obtained a charter on February 4 under Pennsylvania laws. It has a capital stock of [illegible]

The Avella Lumber & Supply Company, Avella, Pa., was incorporated February 10 with a capital stock of $10,000.

[illegible] J., was incorporated February 15 with a capital [illegible]

PITTSBURG

William Harvey Kuhn, a well-known box manufacturer of Pittsburg, died at his East End home February 10. For many years past he had been engaged in the box manufacturing business at McKees Rocks, a South Side suburb.

The Pennsylvania Lumber Company, whose splendid stocks of fine hardwood on the North Side are bringing it some mighty good trade, reports that inquiry from the furniture factories is good but that planing mill men are a little slow in getting into action. However, Manager Hunter is well pleased with the outlook.

Pittsburg fell back to fourteenth place in building operations in January, whereas five or ten years ago it ranked third or fourth for a long time. The total for January was only $594,000, being a gain of three per cent over Janu- [illegible]

The West Virginia Lumber Company is cutting about 80,000 feet a day at its mills in Forest county, Pennsylvania, where it has enough timber to keep it running nearly twenty years at the present rate. President W. W. Dickey is so well pleased with the general outlook that he has recently enlarged the company's offices in the House building.

President Nelson Bell of the Furnace Run Saw Mill & Lumber Company reports business good in some lines where satisfactory orders are given. General business, however, is not rounding up as it should at this time of the year, which he attributes largely to the uncertainty about railroad decisions and other government questions.

The Pittsburg Lumbermen's Mutual Fire Insurance Company is moving from the Curry building to the Berger building at Fourth avenue and Grant street, where it has much larger offices.

H. V. Cuttl[illegible], president of the H. V. [illegible] Lumber Company, is feeling mighty good this week over the fact that a vein of ore has been found on its 11,000 acres of timber land at Glenray, W. Va. Assays have been made which showed a silver valuation of $19,000 per ton, with a face of gold. The owners are making arrangements to develop the finding at once.

A. M. Turner of the Allegheny Lumber Company is in the Northwest this week on a buying expedition. The company is getting a fair trade for this season and looks for good business in the spring.

J. N. Woollett, president of the Aberdeen Lumber Company, has been doing some good business in ties lately and is also marketing a considerable amount of cottonwood and cypress.

The Palmer & Semans Lumber Company is pushing its hardwood business with a vim and expects much from its newly established office at Philadelphia, which will look after all its eastern trade. Sales Manager I. F. Balsley made a recent trip to Buffalo and brings back a little better report of the condition of trade in that state.

BOSTON

Mr. Douglas of the Douglas Lumber Company, Memphis, Tenn., was a local visitor last week.

Frank W. Lawrence of Lawrence & Wiggin and William E. Litchfield, hardwood lumber dealers, Boston, have been appointed delegates from the Massachusetts Wholesale Lumber Association to attend the convention of the National Wholesale Lumber Dealers' Association to be held in Washington March 1 and 2. Mr. Litchfield has left on a trip to the mill of Litchfield Bros., North Vernon, Ind., and will return by way of Washington.

Frank F. Fish, secretary of the National Hardwood Lumber Association, with headquarters in Chicago, spent several days in Boston early in the month.

At the annual meeting and banquet of the Connecticut Lumber Dealers' Association, held in Hartford, Conn., February 8, resolutions were adopted favoring the Canadian reciprocity bill. The following were elected officers: President, Albert Schumaker, Waterbury; vice-president, F. O. Lines, Ansonia; secretary and treasurer, Louis A. Mansfield; directors, William B. Buckley, Stamford; Harold W. Damon, New Britain; A. R. Plunkey, Winsted, and Frank D. Barnes, Southington.

The Ide Lumber Company of Southbridge, Mass., has petitioned the superior court for dissolution. The company has ceased to do business.

The Conway Chair Company of Conway, N. H., has leased its sawmill, electric lighting plant and chair factory to the H. A. Quint Chair Company for a term of years.

The Brockaway-Smith Corporation, dealers in windows, blinds, mantels, columns, mouldings and finish, has been fitting up a large factory in Charlestown, Mass., as its main storehouse and for the manufacture of windows. The company has been manufacturing in Lynn, Mass.

CLEVELAND

There has been a slight lull in the lumber market locally during the past week or two, owing to the return of cold weather. Lumbermen generally are wishing they were in the southern resorts, as indeed a number of them are. W. B. Martin of the Martin-Barriss Company is preparing to go South for a trip, to bring his family back from Florida. Arch. G. Klumph of the Cuyahoga Lumber Company is in Florida where he went on the same mission. E. M. Carleton of the Mills-Carleton Company is sending home post cards from Florida, where he is busy catching big fish. George S. Gynn of the Willson Avenue Lumber Company is in the South with his family, and J. V. O'Brien of the Southern Lumber Company is making a business trip through southern states. A. M. Allyn of the Fisher & Wilson Company has just returned from Florida, where he spent several weeks.

J. G. Laird of Ashtabula was a visitor to local [illegible] a few days ag[illegible]

E. G. Fisher of the Fisher & Wilson Company, who returned from a trip to South America and Panama a few days ago, made an inspection of some of the vast forests of hardwoods in South America and says they seem practically inexhaustible.

A number of big lumber firms are preparing to make exhibits at the Ideal Home Show to be held at Central armory, this city, beginning May 27 and continuing for eight days. It will be a great exposition of home building and furnishing materials and is expected to attract unusual interest among the building fraternity as well as the public generally.

Late in June a number of Cleveland lumbermen and their families will accompany the Cleveland Builders' Exchange on its summer outing to Washington, Philadelphia and Atlantic City, a week being spent at the three places.

Extensions in its yard and mill space are now in progress at the plant of the Cleveland City Lumber Company. The storage and office capacity will be doubled and large quarters furnished for the storage of new stock.

The Lake Shore Saw Mill & Lumber Company expects to have the fill in front of its property [illegible] Lake front completed by spring when considerable extra yard space will be afforded.

Robert H. Jenks of the Robert H. Jenks Lumber Company was confined to his home for a few days recently on account of a severe cold.

COLUMBUS

The Youngstown Lumber Company of Youngstown, O., has been incorporated with a capital stock of $50,000 to deal in lumber and builders' material. The incorporators are: Thomas B. Van Alstine, J. E. Bert, Winfred Greenbower, M. C. Kimmel and Charles Koonce, Jr.

The Morrow Lumber Company of Morrow, Warren county, O., has been incorporated with a capital stock of $5,000 to deal in lumber. The incorporators are: C. Hammond Avery, Nelson B. Crammer, I. C. Smith, E. R. Donahue and E. M. Worz.

The Delphi Lumber Company of Cowen, W. Va., has established sales offices on the eleventh floor of the Brunson building, Columbus. The company handles hardwoods and white and yellow pine. It operates four mills, three of which are located at Cowen and one at Bellington, W. Va. William Rogers is general manager and W. W. Hamrick sales manager.

George Linhan, representing the American Column & Lumber Company of St. Albans, W. Va., was a visitor in Columbus recently.

H. H. Giesy of H. H. Giesy & Brothers recently returned from a southern trip.

H. M. Rowe of Powell & Rowe was in Dayton on a business trip the middle of the month.

H. D. Brasher returned recently from a business trip to Saginaw, Mich.

H. W. Putman, president of the General Lumber Company, has returned from Louisiana, where he inspected a large timber tract. A syndicate of Columbus men may invest in Louisiana.

H. C. Buskirk, sales manager of the General Lumber Company, left the middle of the month for the timber tract on the Big Sandy river in Kentucky. The company succeeded in rafting about 1,000 logs from the tract to the mill at Ashland.

M. A. Hayward of M. A. Hayward & Son spent a week on a business trip in Detroit and Cleveland the middle of the month. H. M. Hayward of the same company attended the meeting of the Michigan Retail Lumber Dealers' Association at Bay City, Mich.

W. M. Ritter, head of the concern bearing his name, returned recently from a month's hunting trip in South Carolina and Georgia.

R. W. Horton, sales manager for the Central division of the W. M. Ritter Lumber Company, left recently for a trip to Pittsburg.

The usual monthly meeting of the sales man-

agers for the W. M. Ritter Lumber Company was held in the Columbus offices February 11. G. V. Patterson represented the Philadelphia office and F. B. Pryor the Chicago office, both reporting excellent conditions in their territory.

The Appalachia Lumber Company has moved its offices from Ironton, O., to the seventh floor of the Columbus Savings & Trust building, Columbus. D. H. Moul is general manager and John R. Gobey president. The Appalachia company takes over the business of the Ohio River Lumber Company of Ironton. Its operations are in West Virginia.

The Lake Lumber Company, which was recently incorporated with a capital of $20,000, has taken over the business of Milton Kelsey at Hebron, O. The concern will supply the Buckeye lake region. E. Doddington of Columbus is president and Edwin Holycross is general manager.

INDIANAPOLIS

Nine modern dwellings, to be sold on the pay-ment plan, are being erected by the Jos. Balz Lumber Company in Vermont and Thirty-second streets.

Hardwoods will be handled exclusively by the White Oak Lumber Company which has been organized at Ferdinand by A. J. Gehlhausen, August Barth and S. W. Pitts. The company is incorporated with a capitalization of $4,500.

The Wood Mosaic Flooring & Lumber Company has changed its name to the Wood-Mosaic Company according to notice that has just been filed with the Indiana secretary of state.

Irvin Robbins, president of Irvin Robbins & Sons, died at his home here February 9, after a three weeks' illness. He had been a manufacturer of carriages for thirty-five years and during the last few years had also manufactured automobile bodies. He was seventy-one years old and is survived by a widow and three sons.

A movement to establish an industrial suburb of 50,000 population, to be known as Mars Hill and located west of the city, has been launched by the Greater Indianapolis Industrial Association. The organization is civic in nature and composed of representatives of the various commercial bodies. On February 20 the association placed 8,000 building lots on sale. A number of factories are under contract to locate in the suburb when the lots have been sold, among them being a piano factory to employ 500, a vehicle factory to employ 3,000 and a furniture factory to employ 500. On the evening of February 21 a mass meeting was held in Tomlinson Hall to interest the public in the project. Among those present were W. W. Knight of the Long-Knight Lumber Company, John H. Talge of the Talge Mahogany Company, H. B. Burnet of the Burnet-Lewis Lumber Company, A. A. Wilkinson of the Greer-Wilkinson Lumber Company, H. C. Atkins and Nelson A. Gladding of E. C. Atkins & Co. Free factory sites as well as bonuses are being offered.

EVANSVILLE

The Evansville Lumbermen's Club held its regular monthly meeting and dinner at the St. George Hotel Tuesday, February 14, about thirty-five plates being set. A number of out-of-town visitors were present. President Young presided. After the regular business was disposed of, President Young announced the standing committees for the year as follows:

Entertainment: W. W. Halloran, Federal Stave & Lumber Company, chairman; Claude Maley, Maley & Wertz; Elmer Luhring, Wolflin-Luhring Lumber Company.

Membership: F. W. Rietz, Clemens, Rietz & Sons, chairman; D. B. MacLaren, D. B. MacLaren & Co.; Daniel Wertz, Maley & Wertz.

Publicity: Chas. Wolflin, Wolflin-Luhring Lumber Company, chairman; D. B. MacLaren, D. B. MacLaren & Co.; Frank Hamer, Lee A. Rietz & Sons.

Statistics: O. W. McCowen, Thompson, Thayer & McCowen, chairman; F. M. Cutsinger, Young & Cutsinger; Elmer Luhring, Wolflin-Luhring Lumber Company.

Law and Insurance: Daniel Wertz, Maley & Wertz, chairman; R. B. Fuller, Beach & Fuller Company; O. Grimwood, The O. Grimwood Company.

River and Rail: C. W. Talge, The Evansville Veneer Works, chairman; C. P. White, C. P. White Manufacturing Company; Chas. Von Behren, Von Behren Manufacturing Company.

The chairman of the publicity committee submitted [illegible] Evansville as a lumber market, from which to select a suitable mailing pamphlet. Several guests present expressed themselves in favor of a pamphlet setting forth the advantages of Evansville as a hardwood lumber market from the standpoint of the buyer and showing the railroad connections to surrounding mill points as well as other large markets. It was also suggested that the pamphlet contain a list of what each firm member had to sell.

These pamphlets are to be made light for mailing purposes and gotten out monthly. After a thorough discussion, the matter was referred to the publicity committee.

Norman S. Wright of Wright, Graham & Co., Glasgow, Scotland, was in the city last week calling on the local mills. Mr. Wright says the hardwood business in his country is improving. He has been in the States about two months and expects to sail for home about March 1.

F. C. Bolman, with the Perrine-Armstrong Company, Ft. Wayne, Ind., was here calling on the trade this week.

Geo. O. Worland has gone to Jackson, Tenn., to take up his new duties with the Jackson Lumber Company. The sawmill of this company started up on February 13, having been shut down for about ten days when the fly wheel gave way.

MEMPHIS

Further heavy rains are to be recorded throughout the entire hardwood territory contiguous to Memphis during the past fortnight, with the result that there has been a further interference with work in the woods. The amount of timber brought out last fall was rather below the average and midwinter logging has necessarily been on a somewhat limited scale because of the very heavy precipitation appearing throughout the wooded lands of this territory. Some of the Memphis firms are well supplied with logs and the same is true of some of the more progressive manufacturing companies at interior points. However, the fact remains that the log crop is short and that somebody will have to operate only intermittently, if at all, on this account. From almost every direction comes the complaint of log shortage, and this is looked upon by members of the trade here as the most potentially bullish factor in the hardwood situation, being regarded as even more important than the improving demand for lumber itself. It is figured now that there will be but moderate receipts of timber after the logs now awaiting river and rail transportation have been brought to the yards of the firms owning them, and it is further estimated that, even if favorable weather should prevail, the amount of work possible in the woods for some time will be unimportant.

Application has been filed here for a charter for the Sharkey Land & Timber Company, which has a capital stock of $20,000 and which will engage in the handling of timber and other lands in the Memphis territory. W. S. Biles, who has had considerable experience in this line of business, and E. B. McHenry, formerly cashier of the Memphis National bank, are among the principal incorporators.

The shops of the Louisville & Nashville Railroad Company at New Decatur, Ala., have begun work on an order for 600 new cars to be built there as quickly as possible for use on the Louisville & Nashville road. The railroads throughout the South, as shown by the resumption of dividends by the Southern railway and the monthly reports of net and gross earnings by a number of other railroads operating in this territory, are making a much better showing than for a long while, and, as they have purchased but moderately of equipment during the past two or three years, the lumber trade are looking to a good business from that source.

The very high prices obtained for cotton throughout the South this year have stimulated interest in pitching as large a crop as possible during the current year, with the result that there is a very large demand from planting interests for everything that enters into the making of a cotton crop. Chief among these is the item of agricultural implements. Dispatches received from a number of points in Mississippi, Arkansas and Tennessee are to the effect that there is a record-breaking demand for agricultural implements of every kind and that there is also an excellent call for wagons, buggies, carriages and other vehicles used largely on the big plantations throughout the central South. At the same time the record of sales of automo[illegible] quarters in Memphis tends to show that there is likewise quite an active demand for this most convenient and most useful of all conveyances among the big planters. Local lumber interests are taking due note of the developments along this line and they are also closely watching the enlarging demand for furniture and other products into the manufacture of which hardwood lumber enters, believing that the consuming demand for these will greatly stimulate the demand from manufacturing and distributing interests of lumber itself.

Announcement is made that the directors of the Business Men's Club have decided to start a campaign for raising another publicity fund of $50,000 similar to that which has been expended during the past year through the Bureau of Publicity & Development. Subscriptions therefore will be solicited at once. The consensus of opinion among business interests of Memphis is that the work done during the past few months has been highly beneficial to this city and that, as the campaign for advertising resources of [illegible] has been [illegible] ought to be continued if the greatest good is to be accomplished.

B. C. Jarrell & Co., manufacturers of fruit packages at Humboldt, Tenn., have just completed the installation of a new 100-horsepower boiler at their plant at that point, with the view to greatly increasing the capacity thereof. This firm has been established at Humboldt for some years, the latter being in the center of the fruit and vegetable growing section of west Tennessee.

The Waller Furniture Company, El Dorado, Ark., has recently filed articles of incorporation under the laws of that state and will engage in the handling of furniture at retail. W. K. Waller is president; W. I. Bell, vice-president, and H. L. Shannon is secretary and treasurer. The company is already doing business.

C. B. Dudley of the Dudley Lumber Company has returned to Memphis after an extended business trip to northern and western markets and is very much encouraged over the outlook for business.

The McLean Hardwood Lumber Company has just closed a deal through E. R. McKnight, one of its directors, with M. A. St. John, Seymour, Ind., owner, whereby the timber on 2,800 acres of land in Woodruff county, near Cotton Plant, Ark., consisting mainly of oak, ash and cypress, has been secured. The land is located on the Missouri & North Arkansas Railroad and the [illegible]

[illegible] Holland Act to [illegible] plant of the company at this point. The consideration was $70,000 [illegible] McLean Hardwood Lumber Company operates one of the most up-to-date timber mills in [illegible] part of the country and also has a complete complement of resaws. The headquarters of the company are at Dallas but the Memphis plant has been operated for a number of years.

It is announced that the first boat to be operated between St. Louis and New Orleans by the Mississippi Valley Transportation Company as part of the plan for establishing a through service between the two cities will leave St. Louis about March 1. This company was incorporated more than a year ago and has for its head the gentleman who is president of the Lakes to the Gulf Deep Water Ways Association, L. T. Kavanaugh. It is estimated that these boats will have a speed of fifteen miles an hour and that they will draw an unusually small amount of water. Furthermore, it is stated that these boats will enjoy another very particular advantage over other boats in that trade in the respect that electric cranes are to be established at the various cities along the Mississippi to facilitate loading and unloading. A number of business men of Memphis and the lower Mississippi are stockholders in this enterprise and they are naturally awaiting the inauguration of the service with unusual pleasure.

The Memphis Column Company, which recently removed its plant from Memphis to Beaumont, Tex., has changed its name to the Beaumont Column Company. It is now proceeding with the establishment of its plant at the latter point and it is expected that it will have it in operation shortly. Although the name of the company has been changed, the gentlemen who were in charge at Memphis will practically control at Beaumont. Roland Morrill is president and J. E. Thomas secretary. It is estimated that the plant at Beaumont will have a capacity of about one car per day.

NASHVILLE

Tennessee lumbermen are actively opposing what is known as the Halladay bill, recently introduced into the Tennessee Senate. At a recent meeting of the Nashville Lumbermen's Club, presided over by President Arthur B. Ransom, the bill was carefully considered. The club then went on record as unanimously opposing the bill or any other bill that arbitrarily prescribes by law a rule for the measurement or grading of logs. A special committee was appointed to interview members of the legislature interested in the passage of the bill, and a fair hearing has been promised. Secretary Ewing of the Lumbermen's Club, acting under instructions, has written to the various lumbermen's clubs of the state regarding this bill.

A recent visitor to Nashville was Hugh M. Curran, who has been connected with the forestry interests of the government in the Philippine Islands.

High water in the Cumberland recently has been causing lumbermen much trouble. Much lumber was stacked along the banks, either in yards or for shipping, and some of it has gone down the river. Heavy receipts of up-river logs have been a feature recently. Lieberman, Loneman & O'Brien have brought down between two and three million feet, and other firms are getting large shipments, much of the timber coming in rafts.

The Davidson, Hicks & Greene Company is making arrangements to resume the operation of its large sawmill, which has been closed about two years. The mill has a 25,000-foot daily capacity.

H. L. Witt & Sons, wagon and carriage builders of Morristown, Tenn., will soon engage in the manufacture of circus wagons. The firm is seriously considering the erection of a large plant to manufacture circus wagons almost exclusively.

E. E. Eslick, receiver of the Brannon & Hopper saw and planing mills at Pulaski, Tenn., has sold the plant to F. W. Pittman, J. W. Nash and others for $4,056. It is thought the property will pay about fifty cents on the dollar, including former collections.

BRISTOL

W. G. McCain of the Peter-McCain Lumber Company returned this week from his company's mill at Neva, Tenn. He looked after the shipping out of a large amount of stock and reports that there is about 5,000,000 feet of hardwood lumber left on the yards, which will be shipped out as rapidly as sold.

Godsey Brothers, who recently installed a new mill in the suburbs of Bristol, will begin shipping next month. They have upwards of a million feet of stock on the yards for shipment and are now engaged in taking orders for it.

George H. Mell of Kane, Pa., head of the Montezuma Lumber Company, owning extensive operations in this section, visited the market this week and reports the prospects for business improvement in the spring as most flattering.

Other visitors from the East this week included: Frank Codling of the Codling Lumber Company, and H. J. Patton of The Patton Company, both of Philadelphia. They brought news of improved conditions in the East and a better outlook for trade.

A new company is being formed here by H. J. Erb and H. P. Wyman, the latter of the Bristol Door & Lumber Company, to manufacture bank furniture, office equipment furniture, etc., and operations will be started at an early date.

Dr. C. S. Aldrich of Johnson City, Tenn., head of the new Carolina Lumber Company, was here this week. His company is preparing to at once erect a new band mill in North Carolina, where a very large tract of timber has been purchased. A small line of railroad will be built to the property.

J. A. Wilkinson is in the East calling on his trade in person and looking after important matters. Mr. Wilkinson's office reports a slight improvement in business and considerably better prospects for trade during the spring and summer of this year.

F. G. Caldwell of the Ferd Brenner Lumber Company of Cincinnati was among the buyers on the Bristol market this week.

A number of Bristol lumbermen "took to the sticks" this week to buy lumber and look after shipping stock out, including H. M. Hoskins of the H. M. Hoskins Lumber Company, C. E. Smith, Jr., manager of the local office of R. A. & J. J. Williams Company; S. D. Hoover, manager for J. D. Kennedy & Co.; D. D. Hartlove, manager for Price & Heald; George E. Davis of the Bristol Hardwood Company, and Fred K. Paxton of the Paxton Lumber Company.

LOUISVILLE

Louisville hardwood lumbermen who were plaintiffs in the action brought before the Interstate Commerce Commission last fall in connection with rates into and out of Louisville have received notification that oral argument in the cases will be heard by the commission at Washington March 16. Van Norman of Hines & Norman, attorneys for the lumbermen, will present the argument. The petition, evidence upon which was taken in Louisville October 17, affects rates on hardwoods from southern producing territory to Louisville and rates from this market to consuming territory in the North and East. Besides a reduction in rates the petition asks for the institution of the reconsignment privilege at Louisville. It has been understood that the railroads are willing to make concessions in connection with rates, but that they do not desire to institute transit privileges of any kind. It is believed, however, that if sufficient concessions are made in connection with rates, the local lumbermen will not insist upon the reconsignment plan being worked out.

Joseph Waltman, who has been inspector in Louisville for the National Hardwood Lumber Association, has resigned his position in order to go into business at Evansville, Ind. Inspector Ferguson has taken his place, Chief Inspector Hoover coming to Louisville to assist him in beginning work. Mr. Ferguson has been invited to attend a meeting of the Hardwood Club.

The Hardwood Club has been entertaining some distinguished visitors of late. T. N. Nixon of Wistar, Underhill & Co., Philadelphia, was in the city recently and dined with the club. He reported conditions in the East in excellent shape. Charles H. Barnaby of Greencastle, Ind., is another lumberman who has been the guest of the hardwood men recently. Robert Carnahan, one of those who is aiding materially in the development of the timber and coal lands of eastern Kentucky, was in the city last week and attended a meeting of the club. He is a member of E. B. Norman & Co., but spends most of his time in the eastern part of the state.

Lumbermen in Louisville are considerably interested in the adoption of the Dean schedule by the Louisville Board of Fire Underwriters, this action having been taken recently. By means of it a new method of rating will be put into effect, and it is promised that rates on lumber yards, as well as other classes, will be materially reduced. It is sincerely hoped that this will prove to be the case.

S. E. Booker of E. B. Norman & Co. attended the Memphis convention of the National Association of Box Manufacturers. The box factory of the Norman company is running steadily.

W. P. Brown, the retired head of W. P. Brown & Sons Lumber Company, was in Louisville a few days ago. His friends are much pleased over his improved condition, as he is one of the most popular men in the business.

Claude M. Sears of the Edw. L. Davis Lumber Company is on a month's trip to the East. He has reported conditions in that section as looking up decidedly. The local mill of the company is turning out the famous quartered oak stock, for which the firm is noted, right along.

Extensions of the railroad of C. C. Mengel & Brother Company in Quintana Roo, Mexico, are being planned, and material for the work has been shipped to that province. The extension, which is to be nine miles long, will give the company access to a large part of its hitherto undeveloped mahogany concessions.

D. E. Kline of the Louisville Veneer Mills said that business in his line is greatly improved. There is a good call from all lines of the consuming trade, and there is no complaint to be made of the situation. Mr. Kline reported an active demand for quartered red gum veneers and panels.

The Kentucky Veneer Company is operating its mill steadily, and Treasurer Geiger reports excellent business. Fred McCracken of the company is on the road at present.

All of the improvements made at the plant of the Southern Veneer Manufacturing Company have been completed and the mill is running along in good shape. Reports from members of the company indicated that the plant is having a hard time keeping up with orders.

High water in most of the timber-carrying streams of Kentucky has given the sawmills a chance to begin operations after having been tied up for several months by lack of logs. The Kentucky river especially has floated down a lot of rafts, and mills at Jackson, Frankfort, Beattyville and elsewhere have begun work again.

ST. LOUIS

Robert Maxwell Fry, former president of the Lumbermen's Exchange of St. Louis, died at the home of his daughter in New York City, February 16, at the age of eighty years. Mr. Fry was born in Albany, N. Y., where he was edu-

cated. In 1854 he went to New York City and later to St. Louis, where he worked for the Iron Mountain Railroad until he formed a partnership with Joseph Bogy and entered the wholesale commission business. Afterwards he became a partner in the Clarkson-Christopher Lumber Company, which later became the R. M. Fry Lumber Company. Mr. Fry recently moved to New York to reside with his daughter.

After a spirited debate, the East St. Louis city council granted the Booker Lumber Company a permit to establish a lumber yard inside the East St. Louis city limits. George W. Booker is the principal owner of the Booker Lumber Company, also owning yards in Valley Park, in St. Louis County and in St. Louis. He sold the company eighteen months ago to the Goedde Company, under an agreement not to engage in the lumber business in East St. Louis for five years, but it is understood he has made a new arrangement with the Goedde people and is about ready to again open the yard.

The C. F. Liebke Hardwood Mill & Lumber Company is preparing for a big demand for hardwood stock within the next month or two.

At the annual election of the Fred Heim Lumber Company, held on February 2, the following officers were elected: President and treasurer, Pauline Ganahl; vice-president, Mrs. Walburga Heim; secretary, Leo F. Ganahl; general manager, Adolph W. Ganahl. The Ganahl brothers, Leo and Adolph, are hustling young business men and have conducted the business for a long time.

The annual meeting of the Julius Seidel Lumber Company was held on January 30 and resulted in the election of the following officers: Julius Seidel, president and treasurer; Frank Seidel, vice-president, and W. E. Beckman, secretary. The following directors were chosen: Julius Seidel, Frank Seidel, W. E. Beckman, Otto Moser and W. M. Kienk. On the following day the annual banquet of the company was held at Faust's restaurant. Julius Seidel made an address on "The Policies of the Company for 1911." Addresses were also made by the vice-president and others, after which one of the local theaters was visited.

The Garetson-Greason Lumber Company is having a fairly good demand for gum and high-grade plain sawed oak. Other items on the hardwood list are also in demand.

According to George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, almost all classes of hardwood lumber stock are in good request and the prospects are good for a fine trade when the spring season opens. At present its business is all that could be expected under the existing conditions.

NEW ORLEANS

F. J. Stevens of the Gilchrist-Fordney Company, Laurel, Miss., visited local friends recently, and transacted business for his company.

B. D. Stevens of the Berlin Machine Works at Detroit, Mich., passed through New Orleans recently, enroute home from a visit to points in Louisiana and Texas.

W. F. Best, vice-president of the Ferd Brenner Lumber Company, and general manager of the Alexandria (La.) plant, was a recent visitor in New Orleans.

J. W. Perkins, sales manager of the Climax Lumber Company, St. Landry, La., was a recent visitor to New Orleans. Mr. Perkins is one of the old standbys of the hardwood manufacturing business in the South, and is decidedly popular with the trade.

L. W. Ford, secretary of the Goodlander-Robertson Lumber Company, Memphis, Tenn., passed through New Orleans the first part of this month enroute for a visit to Central and South America. He expects to be absent for some time.

An important timberland case will be considered at the forthcoming session of the federal court at Biloxi, Miss. It is that of John W. Fordney vs. fifty defendants throughout Hancock, Marion, Pearl River, Simpson, Lawrence and Lincoln counties, Mississippi, and involves a large area of timber lands. The case turns mainly on the constitutionality of an act of the legislature of Mississippi passed in 1871, creating the Pearl River Improvement & Navigation Company, to which said lands were patented without consideration. Later these were patented to the defendant or those from whom they secured title, under the act governing the swamp and overflow lands of the state, and it is to set aside these later conveyances that the suit is filed. The same question is now before the supreme court of Mississippi, but involves only forty acres under the act of 1871. The supreme court declared the act unconstitutional, but the lawyers representing Mr. Fordney have secured an order from the supreme court remanding the case for further hearing.

The steamship Alberta cleared from New Orleans February 11 with what is said to be the largest cargo of hardwood lumber and logs shipped by one man to one buyer at one port in Europe from the port of New Orleans. The vessel carried 600,000 feet of ash, white oak and gum lumber and poplar logs. The shipment was made by John Oriol to Jose Taya's Sons Company, Barcelona, Spain.

MILWAUKEE

Offices of the recently organized Wisconsin Manufacturers' Association have been opened in the Germania building, Milwaukee, in conjunction with the Merchants & Manufacturers' Association.

C. A. Chamberlin, wealthy lumberman of Eau Claire and one of the founders of the former Empire Lumber Company of that city, recently died while in the barber's chair in the Eau Claire Club. Death was caused by apoplexy. Mr. Chamberlin was sixty-five years old.

Among the lumber concerns recently incorporated in Wisconsin is the Bayfield Box & Lumber Company of Bayfield with a capital stock of $50,000. The incorporators are Arthur L. Kurz, Harry M. McNell and Henry Wachsmuth.

The factory building of the Thomas Coaster-Toy Company was destroyed on February 20, entailing a loss of between $25,000 and $30,000, only partly covered by insurance. The offices, warehouse and yards were saved. The plant will be rebuilt at once.

A measure will soon be introduced in the Wisconsin legislature compelling the railroads to adopt a style of spark arrester for smokestacks, which is approved by the State Railway Commission, to clear their rights of way of all dead timber, ties, brush and dry grass and in dry seasons to patrol their tracks frequently. The measure has the support of State Forester E. M. Griffith.

As a result of an amendment to the Indian appropriation bill, the government sawmill on the Menominee reservation at Neopit will be permitted to cut 40,000,000 feet of timber during the present season. Only 20,000,000 could be cut under the existing law. The change will enable the burned over area to be cleared.

The new $30,000 addition of the Randolph Wagon Works at Randolph is nearing completion. The new structure will be used for the blacksmithing, woodworking departments and for office purposes. About twenty new machines are yet to be installed. J. J. Blochwitz is president of the company.

WAUSAU

A laboratory has been established at the University of Wisconsin to aid, through experiments and demonstrations, the lessening of waste in the manufacture and use of wood. It is a co-operative undertaking between the United States Department of Agriculture and the university. The state has erected the building, and the Department of Agriculture has supplied the equipment and apparatus and will maintain a force of from thirty-five to forty persons to carry on the work. Facilities are at hand for almost any test of wood that practical conditions may require.

The Rib Falls Lumber Company's mill in the northern part of Marathon county, Wisconsin, was destroyed by fire a few days ago. The loss was covered by insurance. The company had sawed out about 1,000,000 feet. The remainder of the logs, which are mostly hardwood, will be hauled to the company's other mill at Rib Falls for sawing.

W. J. Meyers of Rockland has bought 3,000,000 feet of logs from farmers in the vicinity of Wrightstown, for the Appleton Woodenware Company of Appleton.

Peter Arnovitz of Marinette has purchased the saw and planing mill of the Spies Lumber Company of Oconto. It is expected that the machinery, or at least a largt part of it, will be moved to Marinette.

Wilson Brothers of Quebec, Canada, have crews of men getting out ship timber in the vicinity of Wausau. Every piece of rock elm or white oak they can secure is being purchased. Most of this timber is shipped to the great ship yards of England.

The Martin Ellingson sawmill at Milan was destroyed by fire a few days ago. It will be rebuilt in the spring.

The new mill of the Brooks & Ross Lumber Company at Schofield has just been put in running order and will be operated day and night all the rest of the winter. This mill has all the latest improved machinery. The company will cut largely hardwood this winter.

SAGINAW VALLEY

The hardwood lumber output of the mills on the Saginaw river last year was:

	Feet.
W. D. Young & Co.	15,413,832
Richardson Lumber Company	6,500,000
Kneeland-Bigelow Company	8,816,645
Kneeland, Buell & Bigelow Company	9,295,395
Campbell Lumber Company	1,000,000
Knapp & Scott	4,086,977
S. G. M. Gates Estate	2,500,000
Standard Hoop Company	477,000
Bliss & Van Auken	7,000,000
Total	59,176,826

The hardwood output of these mills in 1909 aggregated 62,768,602 feet. Last year the hemlock output exceeded that of hardwood, while the preceding year hemlock was 20,000,000 feet less than hardwood. The hardwood and hemlock industry is bound to maintain proportions of considerable magnitude for many years to come, some firms having a twenty years' cut still in sight.

The winter has been fairly favorable for woods operators, although there has been more snow in the North than desirable the greater portion of the time. Stocks of maple in hand are reported some 25,000,000 feet short of a year ago. The quantity of logs being put in this winter is estimated at about normal for recent years.

W. D. Young has gone to California to take a much needed rest.

Local lumbermen operating hardwood sawmills so far as heard from are opposed to Canadian reciprocity. They don't believe the free entry of sawed lumber of all kinds from Canada will be of benefit to the lumber trade of the valley or country in general.

H. Walter has erected a small mill on the north branch of Kawkawlin river, a few miles from Bay City, and is putting in a stock of logs.

At AuSable the H. M. Loud's Sons Company handled a large quantity of long hardwood timber sold and shipped to Canadian points for harbor improvement work. It also manufactured 4,151,-

500 feet of hardwood lumber. It is getting in considerable hardwood timber this winter.

C. T. Kerry of Saginaw, connected with the Kerry & Hanson Flooring Company, operating a plant at Grayling, north of Bay City, says the flooring trade is just fair. There is no boom, but a steady movement at fair prices. The mill is stocked with maple by the Salling, Hanson Company of the same place, who manufactured 7,661,059 feet of hardwood lumber last year, a considerable portion of which goes into flooring. At the same place R. Hanson & Sons manufactured 3,354,547 feet of hardwood lumber. The Johannesburg Manufacturing Company, operating a plant at Johannesburg, some twenty miles from Grayling, manufactured 6,120,000 feet of hardwood lumber. These firms are all affiliated.

The Batchelor Timber Company of Saginaw, operating a mill at West Branch, fifty miles north of Bay City, manufactured last year 4,900,000 feet of hardwood lumber.

The railroads north into the lumbering district were snowed under a couple of days last week. The Michigan Central is hauling over 100 carloads of logs every day, the larger portion coming to the Saginaw river. R. Hanson & Sons of Grayling are reported to have recently purchased about fifteen forties of the David Ward estate. The timber will doubtless be manufactured at Grayling.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

The hardwood trade shows some improvement with prices remaining materially the same. Among the leaders of the better grades are plain oak, maple and birch, red gum being particularly strong. Stocks of red oak are still low generally throughout the manufacturing district. The supply of lower grades remains materially the same. The sentiment that credits will have to be watched through the year still remains, with collections at present rather hard. Last year's stock of most concerns is about depleted on account of the open winter, and orders everywhere are increasing. The supply that has been cut for this year is much in excess of that which was cut last year.

The hardwood flooring manufacturers state that they have been very busy filling orders during this month and last, also that they have no reason to complain because the orders are continually increasing.

NEW YORK

The hardwood market at New York continues to show a very fair proportion of business considering the season. Prices, particularly on good-grade lumber, are well maintained and the feeling is strong that with the nearer approach of spring the market for good-grade hardwood is assured on even a better level than at present. Low-grade stock is more plentiful and the market is not taking its full quota. However, there is a little better demand, which it is believed will continue to grow as spring approaches, giving the low-grade market a fair opportunity for fairly profitable trading through the spring and summer months. Stocks continue light in the hands of both the yards and the local manufacturing trade.

CLEVELAND

Business has not been very active during the past fortnight. The outlook, however, seems bright, as there promises to be unusual activity in building and manufacturing lines this spring and summer. Oak of both kinds seems to be in the best demand. Quartered stock of good grade is wanted at advancing prices. Other cabinet woods, including mahogany and some walnut, are also quite brisk. Common oak for heavier manufacturing purposes seems to be in good shape. Considerable lethargy exists in regard to other hardwoods.

PITTSBURG

The local hardwood market is holding up well, but is not gaining in any particular. The last two weeks in January showed a wholesome increase in sales and inquiries. The latter have been very fair, but with the competition now prevailing it seems hard to close up deals at prices which level-headed wholesalers consider profitable. Stocks are not large anywhere. In this district there is a uniform complaint about the scarcity of good dry lumber.

Prices are not changing any with the exception of oak, which is gradually working up in the better grades. Quotations on medium and low-grade stock are cut considerably, for many wholesalers seem disposed to get business at any price. The number of improvements already assured for the Pittsburg district and the general building activity that is in evidence for spring in the Tri-state territory gives assurance of a much better hardwood market within a month or two. Furniture factories are already beginning to take on stock in larger quantities, but the planing mill trade is quiet.

BOSTON

The hardwood market is not active, although in some instances there has been a larger inquiry. The demand has not been evenly distributed, however. Prices vary considerably. Manufacturers who are anxious for business are quoting low prices which tend to unsettle the entire market. As a whole, consumers of hardwood lumber are confining their purchases to small lots.

The tendency of buyers is toward the lower priced hardwoods. The call for quartered oak has been less active and even plain oak has not attracted as much attention as usual. This is due to the fact that prices have ruled high and buyers have learned that there are cheaper woods to be had. Veneers are coming into more general use among furniture manufacturers, especially those making a specialty of office fittings. The demand for birch has increased considerably during the fortnight, this wood being used much more extensively for interior finish. The increased demand is causing prices to stiffen. There is a fair demand for cypress and prices are fairly firm. Brown ash is well held.

BUFFALO

The more active hardwood lumbermen are optimistic as to future trade. The consensus of the hardwood yard dealers is that trade at present is quiet, but the general expectation is that it will improve within the next two or three weeks. The demand for maple and birch keeps up well. Maple is being purchased by the agricultural implement makers, the automobile manufacturers and the flooring mills principally. The furniture people are calling for birch. Gum is coming more into use and prices are growing stiffer.

Prices on most woods are holding their own and there is not much disposition on the part of dealers to shade them. Common chestnut is in better demand. Poplar is also selling fairly well. Ash is rather quiet and basswood generally is slow. The demand for hickory is moderate.

COLUMBUS

Improvement is reported in the hardwood market in central Ohio during the past fortnight. There is a much better demand from manufacturing establishments for most varieties, and prices have strengthened in several grades. On the whole, the tone of the market is excellent and prospects for the future are good. One of the best features is the tendency of the factories to purchase in larger quantities. This is due to a better feeling in manufacturing circles. There is no trouble from a lack of cars and collections are easier.

There is a good demand for quartered and plain oak. Poplar is in good demand, the volume of business being larger than for some time. The demand for chestnut is active with a good tone to the market. Ash is still slow and prices are weak. Other hardwoods are unchanged.

CINCINNATI

Rather unsettled conditions prevailed at the opening of February, as business during the month of January had been good until toward the closing days, and the reversal of conditions, even for a few days, had a depressing effect on the market. As the month grew older there was an improvement noticed, which has kept up steadily since. On all sides it is freely admitted that business is better and the outlook favorable. Inquiries by mail are numerous, and the orders received are fairly satisfactory. There is a good movement of oak, both quartered and plain, with some inquiries for good figured quarter-sawed white oak. A feeling is prevalent that the stocks of quarter-sawed oak are much smaller than is estimated, with a well defined scarcity of good, dry oak, especially plain white oak.

While there have been no advances in prices noted, there is more strength, and concessions to consumers to make sales are not so freely offered. The operations in oak are generally more freely made in red, or red and white mixed, both quarter-sawed and plain. There is more animation in the demand for heavy timbers and car stock, and the feeling is that the demand will be equal to the supply for many months to come. Chestnut is rounding into form again, with a noticeable demand for long ones and twos for the eastern trade, but the prices offered by buyers do not meet the views of those selling, and, as a consequence, the movement is not heavy. Manufacturers' grades of chestnut, together with rough, heavy and low-grade, are in good movement. Sound wormy is selling readily for good stuff, with a steadily growing demand, owing to the increase in the volume of built-up stock now being used by manufacturers of furniture, panels and other built-up stock.

Red gum is steadily working to the front as a market feature and the demand is steadily increasing, for manufacturers' grades, and the building interior manufacturers are buying more freely; the stock lists of a majority of the dealers and manufacturers are now embracing red gum, while the receipts and shipments of red gum show a steady growth. Ash is meeting with a good demand from the furniture and wagon industries, both of which are showing improvement; there is a noted scarcity of good, dry stock in white ash, especially for the heavy stuff used by wagon makers. Hickory is in good request, with some difficulty noted in securing the stock desired; there is a noted scarcity of hickory boards, most of the stock offered being in short lengths; wagon wheels, shaft and pole manufacturers are keeping up a steady demand for hickory suited to their purposes. Poplar is steadily coming to the front again for the wide, clear stuff demanded by the automobile trade, and while prices are now very low as compared with those obtained last July, there is an undertone of confidence that prices will again become

strong. Panel stock is in fair demand, with good movement of box boards; manufacturers' grades are in good supply and the demand is very fair, with a good movement of low grade; heavy poplar stock, two inches and over, is scarce, with a good inquiry. Walnut is moving more freely, especially for the export trade. Birch, basswood, buckeye, and other hardwoods are receiving fair attention.

INDIANAPOLIS

The local market is very firm, with prices holding their own. A slight advance on some grades is expected soon. Inquiries are coming in nicely, and some substantial orders are being shipped. Oak is especially in demand. Hardwood men are looking forward to a big spring trade.

MEMPHIS

There has been a decided increase in the number of inquiries for hardwood lumber here during the past fortnight and the majority of the manufacturers and wholesalers not only report a larger business but intimate that there is a better range of values obtainable. The mails have been very much heavier recently than for some time and some of the members of the trade report that the long expected improvement in demand is beginning to make itself felt. Altogether the change has brought about a much more optimistic feeling and, in view of this fact, there is a disposition among all branches of the hardwood trade to hold for full prices.

The demand for red gum is exceptionally strong in all grades and prices are firm and higher. Firsts and seconds sap gum has advanced about $1 per thousand recently, while there has likewise been a stiffening of values on firsts and seconds cottonwood, for which the demand at the moment is good. A very firm tone is noted on plain red and white oak. The supply of the latter is exceptionally light, while offerings in red are by no means large. Quartered oak is rather quiet in both red and white, though there has been some improvement in the demand for both recently. Ash is moving at a better rate and there is a good demand for cypress in all grades above No. 1 and No. 2 common. Gum box boards are in rather better call than they have been for some time and there is no difficulty about selling cottonwood box boards, which are rather scarce and which are bringing excellent prices. The movement of poplar is limited on account of the small amount for sale in this center. Export business is characterized as exceptionally brisk, one prominent firm declaring that it has done the best business recently in its history. Prices are firm on the other side and oak and red gum are being sent abroad at a rather lively clip. Stocks of lumber in the South are tending toward reduction on account of the scarcity of logs, which is interfering with the operation of some of the mills, and it is generally believed here that prices will become still higher as the consuming and distributing trade appreciate the extent to which offerings are likely to be restricted during the late winter and spring.

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NASHVILLE

Lumbermen almost without exception are maintaining a tone of buoyancy and optimism. An increase in inquiries is noted from the consuming factories, including the interior finish factories. Plain oak continues a leader in the local market. Chestnut and poplar are also in excellent demand, particularly the upper grades of poplar. Hardwood flooring is finding a brisk market.

BRISTOL

Very little improvement in business is reported by the lumbermen of Bristol and this section and all are building up high hopes on the future. Buyers from the East and Northwest coming to this section all report that the prospects are splendid for great improvement in the spring and summer. Shipments are not as heavy as they have been, but the work of shipping out some large stocks of hardwood lumber will be begun the first of the month. Collections are reported only fair, inquiries fair and the car supply barely sufficient to meet the demands of the trade.

LOUISVILLE

Business with local hardwood dealers is considerably improved, the demand having apparently caught its stride after hesitating a bit following the opening of the new year. Consumers regard the situation with confidence, and as general business conditions are good, the situation seems favorable. Quartered white oak is selling in improved fashion, although the common is in better call than the higher grades. Red gum is in excellent call and the price is stiffening. Plain oak and poplar are in fair demand. Sound wormy chestnut is moving in good volume after having been sluggish for several months. Veneers are in an improved condition, and mahogany, in view of the improved outlook for the building trade, is in good shape.

ST. LOUIS

A slight change for the better has been noted in the local market. Inquiries are more frequent. Sales, however, have not increased to any great extent. There is a better call for low-grade stock and this class of lumber is expected to advance in price when the spring trade sets in. Gum is in better request. Plain and quartered oak is moving fairly well. There is also a fair request for maple and birch. Little is being done in poplar, except in box boards, which is also the case with cottonwood.

The demand for cypress is satisfactory as a seasonable demand is about all that can be expected. The bulk of the orders coming in are for small lots and prices asked are readily obtained.

NEW ORLEANS

Hardwoods are holding up well, and in many items, particularly in oak, there has been an advance in prices. All the hardwood mills are running full time, and are fairly well satisfied with the returns from their business. As soon as the demand from the consuming manufacturers comes up to the former average there will be little to complain of.

Some slight dullness in the export trade has existed since the opening of the year, and the movement has been somewhat short of previous months and of that for the corresponding period of last year. Shipments of staves are moving in good volume on old contracts, and prospects are reported good for a steady movement, but the market is without special features at this season.

MILWAUKEE

There is an optimistic feeling in the local hardwood market and predictions are being made that spring trade will be satisfactory. While the improvement that has taken place during the past two weeks is perhaps not as large as had been predicted by many, yet there is no denying the fact that conditions are much brighter than they were. One of the brightest features of the situation is the fact that the box factories seem to be buying better and this is naturally resulting in a better movement of lower grade stuff. The sash and door plants are placing larger orders in preparation for the spring business, and business in maple flooring is brisk. The furniture factories are still in the market. The increased demand for high-grade stocks and the fact that dry stocks on hand are light will probably result in advanced prices.

Demand is good for quartered and plain oak. Maple is moving briskly. Basswood is wanted and stocks on hand are not large. Birch is strong and dry stocks, as usual at this time of the year, are light. Poplar is meeting with a good sale.

SAGINAW VALLEY

Trade in hardwoods is reported to be good by local hardwood manufacturers. This refers to the demand and volume of business. There is apparently more doing in hardwood than in pine or cedar. There has been an extraordinary demand for maple and stocks are much shorter than usual. Quotations for maple range from $30 down to $17. Basswood has picked up the last sixty days. The supply of birch is short and there is a good call for it. Beech is moving freely. The prospects for the season are decidedly optimistic. Dry stocks of any kind are not excessive.

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Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line
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For three insertions ..... 50 cents a line
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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

A good edgerman in band mill. Address "INDIANA," care HARDWOOD RECORD.

SOUTHERN MILL REQUIRES

Services of first-class live manufacturer of Oak Flooring and other small stock. Good references as to ability and character required. Address "BOX 20," care HARDWOOD RECORD.

EMPLOYMENT WANTED

ASSISTANT SALES MANAGER,

competent and experienced, Northern and Southern hardwoods, wishes to make change about April 15. Address "BOX 25," care HARDWOOD RECORD.

MACHINERY FOR SALE

Chicago Wood Working Machinery Company
162 North Clinton St., - Chicago

Box Machinery	Lathes
Moulders	Jointers
Sanders	Tenoners

All kinds of new and rebuilt wood-working machinery

SEND FOR STOCK LIST

AUTOMATIC RAILWAY CUT-OFF SAW

In good condition.

THE HARVARD PIANO CO., Dayton, Ky.

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO., Atlanta, Ga.

ENGINES AND GENERATORS.

2—30x48 Cooper Corliss Engines.
1—22x32 Buckeye Engine.
1—24x48 Corliss Engine.

Also other sizes and large stock of generators, both direct connected and belted. Locomotives and cars.

THE DORNER RAILWAY EQUIPMENT CO., 193 Michigan Ave., Chicago.

TIMBER LANDS FOR SALE

2,000 AND 760 ACRES

hardwood timber, Kentucky, near good rafting water and railroad. Virgin, mostly white oak. Very low price for quick sale. Address "BOX 28," care HARDWOOD RECORD.

12,000 ACRES VIRGIN TIMBER

Northeast Arkansas. Oak and hickory. Price $10 and up. On Frisco and Cotton Belt railroads. F. H. WATSON, Jonesboro, Ark.

2096 ACRES

Oak, Chestnut, Maple, Birch and Basswood $10 acre. OWNER, BOX 857, Asheville, N. C.

212,000 ACRES VIRGIN HARDWOOD

Timber lands Arkansas and Louisiana $6 to $20 per acre, in fee.

ROBERT SESSIONS, Winthrop, Ark.

FOR SALE

At $20 per acre, fee simple, three thousand acres Hardwood Timber, estimated by prominent estimator of Memphis at twenty-five million feet. Half Cypress, half Oak, etc. Title perfect. Good land, reasonable terms. Address

ALF. BENNETT, St. Louis, Mo.

TENNESSEE RED CEDAR

Flooring, Ceiling, Dimension Stock.

U. S. RED CEDAR WORKS, Nashville, Tenn.

FOR SALE—300,000 ACRES OF LAND

In Campeche, Mexico. Great quantities of mahogany, logwood, India rubber and Zapote (gum trees). Transportation facilities excellent. If interested, a more detailed description will be given. $2.75 an acre, American money. Good terms. W. H. GRAHAM, Cuero, Texas.

LUMBER FOR SALE

AUTOMOBILE AND WAGON STOCK

1 carload automobile spoke billets, hounds and felloe stock cut to order.

PRATT-WORTHINGTON CO., Crofton, Ky.

FOR SALE

Dry original growth yellow cottonwood, wide panels.

1 car 1x30 to 40-inch.
1 car 1x28 to 36-inch.
3 cars 1x26 and wider.
3 cars 1x22 to 25-inch.

Bone dry, band sawn, free from twisted or warped pieces.

ABERDEEN LUMBER CO., Pittsburg, Pa.

POPLAR, OAK AND SHORTLEAF PINE

D. B. MURPHY & CO., London, Ky.

FOR SALE

15,000 feet 4/4 1sts and 2nds Quartered White Oak.
10,000 feet 4/4 clear face strips, Quartered White Oak.
10,000 feet 5/4 clear face strips, Quartered White Oak.
40,000 feet 4/4 No. 1 common, Quartered White Oak.
60,000 feet 4/4, 5/4, 6/4, 8/4 No. 1 common and better Cypress.

S. BURKHOLDER & SON, Crawfordsville, Ind.

WEST VIRGINIA HARDWOOD

Seventy million feet. On railroad. Low rates. Address "BOX 21," care HARDWOOD RECORD.

FOR SALE.

1 carload 5/4x4 Maple Flooring, factory grade T. & G. and end-matched Eastman brand, in pile at Saginaw, Mich. Will make a specially low price to move quick.

AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY, Pittsburg, Pa.

CROSSING PLANK FOR SALE.

2" and 3" sound White Oak crossing plank.

DORAN & CO., Cincinnati, Ohio.

WE HAVE FOR SALE OAK

in good shipping dry condition, the following Plain Sawed White Oak and Plain Sawed Red Oak:

3 cars 4/4 1s & 2s Plain Sawed White.
5 cars 6/4 1s & 2s Plain Sawed White.
3 cars 8/4 1s & 2s Plain Sawed White.
5 cars 10/4 1s & 2s Plain Sawed White.
2 cars 5/4 Common Plain Sawed White.
2 cars 5/4 Common Plain Sawed Red.
6 cars 6/4 Common Plain Sawed White.
4 cars 10/4 Common Plain Sawed White.
2 cars 12/4 Common Plain Sawed White.
1 car 14/4 Common Plain Sawed White.
1 car 16/4 Common Plain Sawed White.

If interested in any of this stock write us.

H. A. McCOWEN & COMPANY, Salem, Indiana.

LUMBER WANTED

WANTED

Car Oak Switch and Cross Ties.

J. GUTHRIDGE, Huntingburg, Ind.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.

HERBERT C. TURNER & CO., 1 Madison Ave., New York.

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.

C. L. WILLEY, 2558 S. Robey St., Chicago.

WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.

CONTINENTAL PILING & LUMBER CO., 1205 Merchants' Loan & Trust Bldg., Chicago, Ill.

WANTED

you to try Lorac—a positive preventive against checking and splitting of logs and lumber. Guarantee, without a string; no satisfaction, no pay; your verdict to be final. If you test Lorac now you will know its merits by the time the sap comes up. GEORGE HENKE CO., 62 Beekman St., New York.



Waiting for Dry Lumber

Everything but competition waits for a slow dry kiln—production, shipments and collections.

If you want to double the output of your kilns at small cost and

Dry Lumber

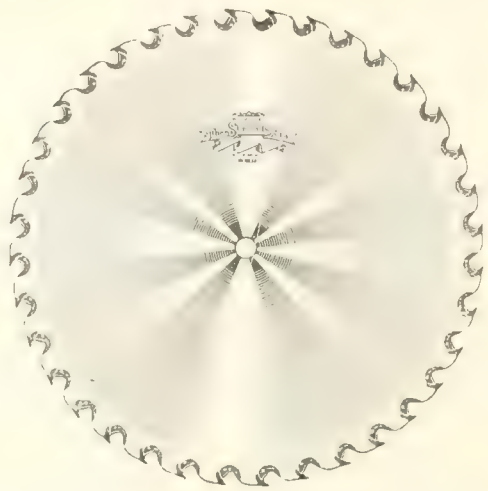
Like You Want It—When You Want It

write to the

GRAND RAPIDS VENEER WORKS

Grand Rapids, Mich., Dry Kiln Dept.

You will get expert advice by return mail.



SIMONDS INSERTED TOOTH SAWS

MADE OF SIMONDS STEEL

Simonds Inserted Teeth, because they are on two separate circles, are machine milled, and have a good support well into the blade of the saw, make the most reliable Inserted Tooth Saw on the market. Prices very reasonable. Deliveries prompt. Write for special booklet free.

SIMONDS MFG. COMPANY

FITCHBURG, MASS. CHICAGO, ILL, MONTREAL, QUE.

WANTED TO BUY.

50 cars 4' No. 2 Hemlock Lath. Quote best price delivered Pittsburg for prompt cash.

AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

WANTED—LUMBER.

Special lists of Oak Furniture dimension sizes. Special lists of Maple Handle Squares. Low grade Gum, resawed for boxing. High grade Oak, Poplar and Chestnut.

W. P. CRAIG LUMBER CO., Pittsburg, Pa.

WANTED—WALNUT LUMBER.

Logs and squares. 7/8" 1s and 2s Poplar, dressed on both sides, and 1" 1s and 2s Quartered White Oak, 10" and up. Will receive at the loading yard.

GOSHEN LUMBER COMPANY, Goshen, Ind.

WANTED—TO PLACE OUR ORDER

for several cars 2½x2½ 19", also 1½x2 46" clear Oak Squares, 1x1 48" clear Gum Squares, must be dry, well manufactured and full size.

AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

WANTED—BLACK WALNUT LOGS

500 cars good Black Walnut Logs, 10" and up in diameter. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—ASH, PERSIMMON, DOGWOOD

Will buy standing timber or logs on railroad and river bank. Inspection at landing point and cash f. o. b. cars. Write for prices and specifications, stating how much you can furnish and at what point. ANCHOR BOAT OAR CO., Station E, Memphis, Tenn.

BUSINESS OPPORTUNITIES

HARDWOOD INTERIOR FINISH AND VENEERED DOOR MILL.

A first class mill in full operation, with all modern machinery, dry kiln and its own electric light and power plant. Located in thriving central Ohio city. Good two-story main building, size 70x300, new finishing building, 42x48, 2½ acre site, lumber sheds, with railroad siding on two trunk line connections. Output now amounting to $150,000 per annum, and six months' orders on hand. Reputation for workmanship second to none. Good reasons for selling. Can be bought right. Address "BOX 29," care HARDWOOD RECORD.

FOR SALE—BAND SAW MILL COMPLETE.

6½' wheels, 8" saws, steam feed, gang edger, engine, 2 boilers. Complete equipment as when running.

LESH, PROUTY & ABBOTT CO., East Chicago, Ind.

MAHOGANY COMMISSION

Buying at Liverpool auction sales undertaken on reasonable terms by experienced buyer. Highest reference. A. T. JAMES, 307 Lancaster Ave., Syracuse, N. Y.

CHEMICAL PLANT AND CHARCOAL KILN WANTED.

We will make unusually attractive terms as to the supply of raw material and plant location as an inducement for the erection and operation of a chemical plant and charcoal kiln in western Michigan.

We own there six thousand acres of heavy hardwood timber, mostly maple, which is now being lumbered and will be able to supply annually, 10,000-20,000 cords of chemical and charcoal wood. The total available supply from cuttings is estimated at about 100,000 cords.

Transportation facilities unusually excellent. Address "Owners," care HARDWOOD RECORD.

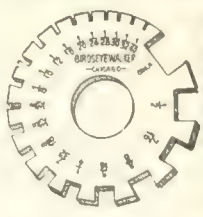
DIMENSION STOCK WANTED

WANTED—WALNUT SQUARES

We pay cash for Good Walnut Squares 1½"x 1½" to 4x4" thick, 12" and over long. Immediate or future delivery. For list of sizes and other particulars address

P. O. BOX 1569, New York, N. Y.

ALL IN ALL A MOST INTERESTING HELPER



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants to a gratifying degree. You can't find a better gauge than to buy one of these gauges. It gauges ACCURATELY every thickness from 1/40 inch to inch INCLUSIVE. Write us at this opportunity. Price only $2., postpaid by U. S. Mail. Order now, today.

WALKER BIRDSEYE

Phone Hyde Park 33, Dept. C

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



ATKINS SILVER STEEL SAWS



The Home of The Atkins Saw.

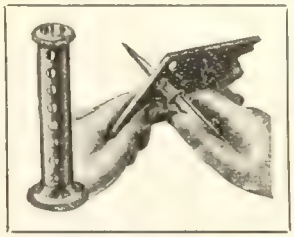
THE FINEST ON EARTH

Right now ought to be the best time for you to place your order for SILVER STEEL SAWS. If you use them, send in your specifications for later delivery. If you have made up your mind to try them the next time, send in your orders and let us get ready for you.

ATKINS ALWAYS AHEAD Ahead in Material—Ahead in Construction—Ahead in Results—Give us A CHANCE TO PROVE IT

CIRCULAR SAWS, BANDS, GANG, DRAG, CROSS-CUTS, RE-SAWS
A Perfect Saw for Every Purpose ∴ ∴ Machine Knives—Covel Filing Room Machinery

TRY THE ROGERS BELT PUNCH



The handiest tool you ever used

Order from your regular source of supply. Specify ATKINS SILVER STEEL. If they won't supply you, write to the nearest address below.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

HOME OFFICE AND FACTORY, INDIANAPOLIS

BRANCHES: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle. ∴ Canadian Factory: Hamilton, Ontario



ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
WATER
SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work

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CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

230 Randolph Street, CHICAGO
ESTABLISHED 1882

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; seven Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

NEW YORK SAW WORKS
BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
SEATTLE, WASHINGTON

New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM

Uninterrupted operation and **high decking** are necessary to high averages in skidding. (The fewer the interruptions, the faster the work.)

The CLYDE self-propelling 4 line SKIDDER

is independent of loading and its capacity is never interfered with by loading conditions. Its peculiar design and operation permits of very high decking, which enables a maximum of logs to be skidded at one setting.

It is equipped with the out-haul system by means of which the skidding lines are taken out by the engine at a speed of 800 to 900 feet per minute.

Guy lines are tightened with steam-driven friction drums and every feature is designed for utilizing the maximum time in skidding and the minimum time in moving and setting.

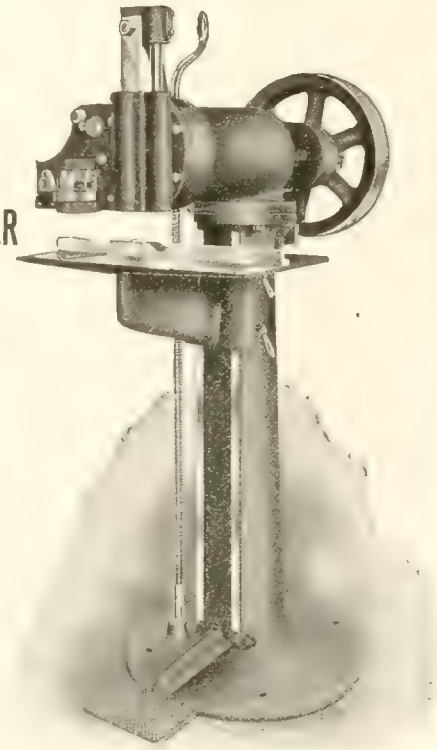
Manufactured by the **Clyde Iron Works, Duluth, Minn.** New York Chicago New Orleans Savannah



Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

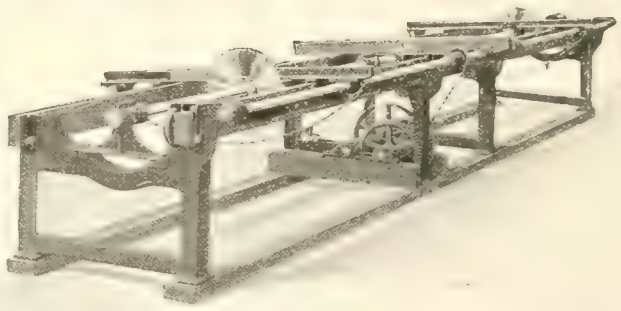
Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

WITH THIS MACHINE



One Man can easily trim the output of a mill cutting up to **30,000ft. in 10 hrs.**

The crank can be attached to either transfer block, and the pulley can be placed in the center or at either end.

Made in ten sizes—five for mills cutting up to 30,000 ft. in 10 hrs. and five for mills cutting up to 50,000 ft. One size trims from 6 to 16 ft., both lengths inclusive, the second from 6 to 18 ft., the third from 6 to 20 ft., the fourth from 6 to 22 ft. and the fifth from 6 to 24 ft.

Note that the operator is always at the end of the BOARD, and can therefore see instantly how to trim it so as to give it its greatest value on the one hand while wasting as little as possible on the other, and that it is very easy to remove and replace the saws.

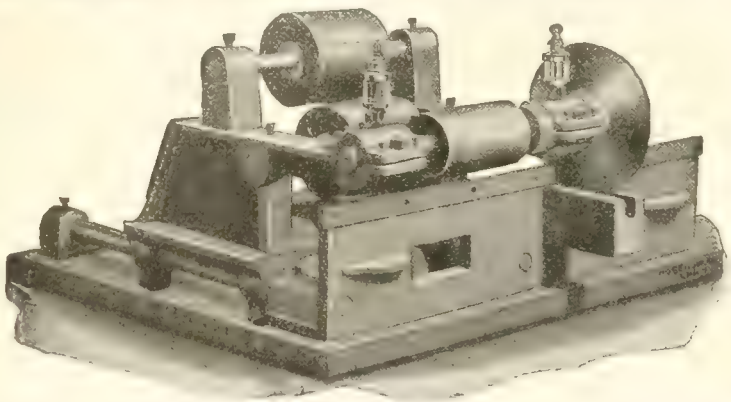
There are two feeds, which may be started, changed or stopped without stopping the trimmer.

We also manufacture the celebrated GORDON HOLLOW BLAST GRATE and The "TOWER" LINE OF EDGERS, consisting of 72 sizes and styles.

Gordon Hollow Blast Grate Co., Greenville, Mich.

NOTICE—Those in Washington and Oregon interested in the Gordon Hollow Blast Grate should apply to the Puget Sound Machinery Depot, Seattle, Washington, who manufacture them there for those States.

(Please mention this publication.)



BUTTING SAW

for

Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.

LIDGERWOOD SYSTEMS

FOR

HARDWOOD

Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—Feeding Mill—and all other service.

BRANCHES:
CHICAGO, ILL.
SEATTLE WASH.

LIDGERWOOD MFG. CO.

96 Liberty Street - NEW YORK, N. Y.

AGENTS:
ALLIS-CHALMERS-BULLOCK, Ltd.
Montreal, Canada
WOODWARD, WIGHT & CO., Ltd.
New Orleans, La

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

Wisconsin Land & Lumber Co.

HERMANSVILLE, MICH.

Manufacturers

IXL ROCK MAPLE AND BIRCH FLOORING

WE WISH TO MOVE NOW

The following rough lumber:

3 cars 1-in Birdseye Maple
250 M ft. 1-in. No. 2 and Better Beech
100 M ft. 1-in. No. 3 Com. Beech

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

JACKSON & TINDLE

Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

"Chief Brand" Maple and Beech Flooring

in ⅝, ¾ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

NICHOLS & COX LUMBER COMPANY

GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

Crating Lumber in Pine, Basswood, Elm, Beech and Birch. High grade Michigan Hardwoods—A complete stock.

OAK—Plain and quartered both red and white—Indiana Stock.

Write us full particulars of your needs and we will name inviting prices.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

C. H. L. BECKERS

HARDWOODS

OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE
FURNITURE AND CHAIR DIMENSION

Victoria Building ST. LOUIS, MO.



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

W. P. Craig Lumber Co.

Wholesale Hardwood and Building Lumber

Empire Building, :: PITTSBURG, PA.

Palmer & Semans Lumber Co.

OAK - POPLAR

SOUND WORMY CHESTNUT

AND

MAPLE FLOORING

Sales Office: Oliver Building, Pittsburg, Pa.
I. F. BALSLEY, Sales Manager.
BRANCH SALES OFFICE: 801 Crozer Bldg., Philadelphia, Pa.

LINEHAN LUMBER COMPANY

WHOLESALE

HARDWOODS

And Hardwood Flooring

Southern Stock a Specialty

MAY BUILDING, : PITTSBURG, PA.

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

We Want to Move

THREE CARS 6-4 FLITCH LOCUST AT $24.00 F. O. B. ASHTOLA, PA.

BABCOCK LUMBER COMPANY

ASHTOLA, PA.

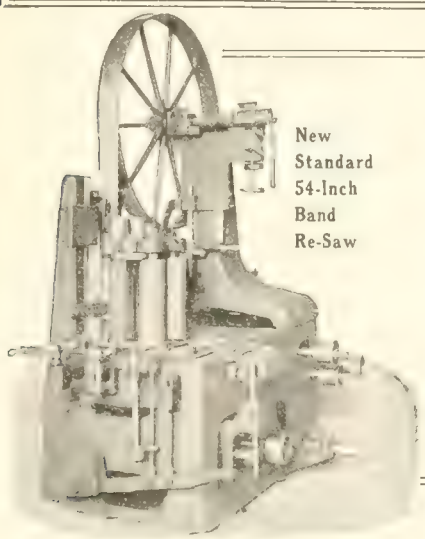
W. W. DEMPSEY

Manufacturer and Wholesaler

Wants to move quick the following:

200,000 feet 4-4 No. 1 Common and Better Ash
50,000 feet 4-4 No. 1 Common Red Oak
133,000 feet 4-4 Sound Wormy Chestnut
50,000 feet 6-4 Sound Wormy Chestnut
66,000 feet 8-4 Sound Wormy Chestnut
300,000 feet 4-4 No. 3 Common Oak

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Seebert, W. Va.	JOHNSTOWN, PA.	Moore's Siding, W.Va.
Clover Lick, W. Va.	New York Office:	Pee Dee, S. C.
Durbin, W. Va.	18 Broadway.	Renick, W. Va.



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Ahnapee Veneer & Seating Co.

We are now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-two years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past seventeen years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience, has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, WIS.

J. HOWARD HANSON, President — M. BLAIR WAILES, Secy. and Treas.

THE HANSON-WAILES COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. — NEW YORK OFFICE, 200 Fifth Ave.

The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS
THIN LUMBER
PANEL STOCK

LOUISVILLE KENTUCKY

Great Lakes Veneer Co.

ROTARY CUT

VENEERS
AND THIN LUMBER

MUNISING MICHIGAN

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly
KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

ROTARY-CUT
BIRCH
ROTARY-CUT
PLAIN OAK

J. J. NARTZIK
Office and Warehouse
1966-1976 Maud Ave.
CHICAGO
LOCAL AND CARLOAD SHIPMENTS

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER
but the BEST LUMBER PAPER published

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM

4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap....110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK

4-4 1s and 2s.....26,323 Feet
7-4 1s and 2s.....1,300 Feet
8-4 1s and 2s.....890 Feet
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK

4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Fee

PLAIN RED AND WHITE OAK

4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK

4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK

4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH

4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS

6-4 Log Run Soft Elm....56,986 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Maple.....11,534 Feet

WILLIAMS LUMBER CO.

Manufacturers of Band Sawed Hardwoods

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Write for prices on the following:

4-4 Qrtd. White Oak, C. & B.
4-4 Plain White Oak, C. & B.
4-4 Plain Red Oak, C. & B.
5-4 Plain Red Oak, C.& B.
5-8 1 & 2 Poplar
6-4 C. & B. Hickory
All thicknesses White Ash.

FAYETTEVILLE, TENNESSEE

MILLER LUMBER CO.

Marianna, Ark.

Manufacturers of and Dealers in

All Kinds of Hardwood Lumber

BOX SHOOKS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

THE SUN LUMBER CO.

MANUFACTURERS OF ROUGH AND DRESSED LUMBER

Weston, W. Va.

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - INDIANA

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS **LUMBER**

YARD TRADE A SPECIALTY

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at Morehouse, Mo.

Sales Offices Cape Girardeau, Mo.

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln, enable us to sell pretty low. An inquiry for quotations will prove this statement

"ROBBINS"

Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY

RHINELANDER, WIS.

Midland Lumber Company

Manufacturers and Wholesalers of

HARDWOOD LUMBER

705 706 UNION TRUST BUILDING

Parkersburg, W. Va.

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Company

NASHVILLE, ∴ TENNESSEE

Southern Hardwoods, Poplar, Oak, Ash and Chestnut

DRY STOCK, STANDARD WIDTHS AND LENGTHS AND STRAIGHT GRADES

We furnish what we sell in every case. Correspondence solicited. Delivered prices any railway point in the United States or Canada.

The Aristocrat of Flooring

TOFCO BRAND

OAK FLOORING

MANUFACTURED BY THE

TENNESSEE OAK FLOORING CO.

NASHVILLE, - - - TENN.

Hunt, Washington & Smith

Nashville, Tenn.

SPECIAL PRICES ON OAK STRIPS

10 cars	1x2½ to 5½ in.	Clear Face and Better	Quartered	White Oak
2 "	1x4 in. and 4½ in.	"	"	"
2 "	1x5 in. and 5½ in.	"	"	"
1 car	5/4x2½ in. to 5½ in.	"	"	"
1 "	6/4x2½ in. to 5½ in.	"	"	"
1 "	1x2½ in. to 5½ in.	Clear Face and Better	Quartered	Red Oak
5 cars	1x2½ in. to 5½ in.	"	Plain	White Oak
2 "	1x2½ in. to 5½ in.	" "	"	Red Oak
2 "	1x4½ in. to 5½ in.	" "	"	" " Casings
1 "	1x4½ in. to 5½ in.	" "	"	White Oak
3 "	1x6 in. 1x8	Quartered White Oak		

SEE HERE!

100,000 feet 1-inch 1s and 2s Plain Red Oak

Bone Dry! 25 per cent 14-feet and 16-feet lengths

We have ten million feet of other Hardwoods, too. Ask for our complete stock and price lists.

LOVE, BOYD & CO.

Nashville, Tennessee

Southern Lumber & Mfg. Co.

Manufacturers

Rough and Dressed Hardwood Lumber

Nashville, Tenn.

We want to move

3 Cars 5-4 in. 1s and 2s Quartered White Oak
5 Cars 5-4 in. No. 1 Common Quartered White Oak
3 Cars 5-4 in. Clear Strips Quartered White Oak
2 Cars 5-4 in. 1s and 2s Quartered Red Oak
5 Cars 4-4 in. No. 1 Common Ash
5 Cars 4-4 in. No. 2 Common Ash

FAST FEEDS DO PAY



Can you do this on your machine?

Why they get the business.

Here's the weak spot in most machines.

BERLIN HARDWOOD MATCHERS

NOTE Evidence of labor-and-money-saving like the above can be put before you in a manner justifying your belief in our ability to do the same for you will you allow us to show you the new ideas in machine construction which make this possible? Yours truly,

THE BERLIN MACHINE WORKS

Beloit, Wis., U. S. A. **Hamilton, Ont., Canada**

BRANCH OFFICES:

New York, Chicago, Boston, New Orleans, San Francisco, Minneapolis, Minn., Columbus, Ohio, Spokane, Seattle, Atlanta, Ga., Norfolk, Va., Montreal, Que., Vancouver, B. C.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

NOW THAT YOU HAVE READ ALL THE OTHER SIGNS REVERSE THE TELEPHONE CHARGES AND GIVE YOUR ORDER FOR POPLAR AND OTHER HARDWOODS, WHITE PINE, HEMLOCK AND SOFT YELLOW CYPRESS TO OUR NEAREST SALESMAN OR DIVISION SALES MANAGER. OFFICES LOCATED IN CHICAGO, ILL. AND PHILA., PA.

MAIN OFFICE, COLUMBUS, OHIO. W. M. RITTER LUMBER COMPANY

W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

OLD FASHIONED SOFT

YELLOW POPLAR

ASHLAND, KENTUCKY

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

UNSATISFACTORY INSPECTION SITUATION.

Hardwood Record

Sixteenth Year, Semi-Monthly. | CHICAGO, MARCH 10, 1911 | Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

YOU HAVE NOT TAKEN ALL MEANS TO SUCCEED

UNTIL YOU GRASP THE OPPORTUNITY MADE POSSIBLE BY "TRADE" MUTUAL INSURANCE

Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
Lumbermens Mutual Insurance Co., of Mansfield, Ohio
The Lumber Mutual Fire Insurance Co., of Boston, Mass.
Penn. Lumbermens Mutual Fire Insurance Co., of Philadelphia, Pa.
Central Manfrs. Mutual Insurance Co. of Van Wert, Ohio

¶ This issue contains the Report of the National Wholesale Lumber Dealers' Association, held at Washington, D. C., on Wednesday and Thursday, March 1 and 2, 1911.

LUMBER INSURERS' GENERAL AGENCY

Managers of the Leading Stock Fire Insurance Companies making a specialty of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS PHILA., PA.

McILVAIN'S SPECIALS FOR PROMPT SHIPMENT

We have a large stock of dry

Poplar

1 in. 4/4 to 4 in. thick, soft yellow, well manufactured, good widths and good lengths. We cut domestic Poplar

Ready for immediate shipment from our Philadelphia Yard. Large stock of dry

Mahogany

On our Nashville Yard 2 cars 4/4 Common and Better dry

Quartered Red Oak

Band sawed, equalized and trimmed

50,000 feet No. 2 Common and Better

Black Walnut

Some dry. Philadelphia Yard. This should be exported.

We have a fine stock of No. 1 Common and Better

Chestnut

For immediate shipment. All thicknesses

2 cars 4/4 1 & 2

White Oak

3 cars 4/4 No. 1 Common on our Nashville Yard.

2 cars 4x10 inches and up

Quartered White Oak

wider run, fancy figure. Nashville Yard

A large stock of

Soft Cork White Pine

We want orders for some Pattern Lumber.

A large well assorted stock of

Cypress

for direct shipment from our mill

A large well assorted stock of

Hardwoods

on our Nashville Yard

One 6x20 and 7x24 No. 1 Heart Rived

Shingles

make the best roof.

THE LOVELADY LUMBER CO. has started to ship lumber from its mill at Jasper, Va. Their Chestnut, Oak and Poplar is very fine. Export Oak orders solicited.

"We Have It If It's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

Mexican Mahogany

cut from **one tract of timber,** and reduced into lumber by modern band mill methods **within two months from the time the trees are felled,** constitutes the finest quality of stock that can be had.

The fact of its being taken from **a single tract of timber,** owned by ourselves, and operated by us insures an **even texture and color to the wood.**

The fact that it is reduced to lumber **so soon after being cut** gives a **uniformly hard grade of wood with plenty of life to it.**

If you want a high grade article, the best the market affords, get in touch with us.

Watch our stock list: here twice a month.

We manufacture high grade yellow poplar

MARKLEY & MILLER

MOBILE, ALABAMA

Branch: 1214 Fisher Bldg., Chicago, Illinois

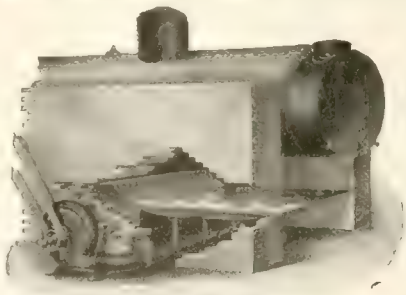
You Can Increase the Efficiency of Your Boilers By 25 to 50 Per Cent

by installing the Gordon Hollow Blast Grate.

The principle of the blacksmith's forge applied to your furnaces or ovens. Makes it easy to burn wet or green sawdust, slabs, edgings, blocks, bark, chips, etc. Saves labor in firing. The blast keeps it so cool that it is practically indestructible, making it in the end much

CHEAPER THAN A DRAFT GRATE

Sold ON APPROVAL, thirty days being given for trial, counting from date of installation. In case of rejection WE pay the freight BOTH WAYS.



No change in construction required. Easy to install. Any one can operate it. Thousands in use. Keeps all your machines and all your men busy from the time the whistle blows in the morning until quitting time. Never keeps you waiting for steam.

The heaviest, most durable and most efficient blast grate made. The ONLY blast grate with **elongated** blast outlets, which exclude 90 per cent of the matter that would enter a **circular** outlet of the same area. The ONLY blast grate in which the size of the blast outlets can be changed. What is suitable for one kind of fuel may be too large or too small for another. The ONLY blast grate in which the blast outlets can be cleaned without getting into the furnace or removing the bars. The ONLY blast grate from which it is possible to remove the ashes when it gets into the chamber and, becoming moist, cakes. Also provided with a blow-out for the expulsion of loose matter. Write for price F. O. B. your nearest railroad station.

NOTICE: Those in Washington and Oregon interested in the Gordon Hollow Blast Grate should address the Puget Sound Machinery Depot, Seattle, Washington, who manufacture them there for those states.

GORDON HOLLOW BLAST GRATE CO., GREENVILLE, MICH.

Also manufacturers of the celebrated "TOWER" line of edgers and trimmers.
(Please mention this publication.)

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., January 28, 1911

DRY STOCK LIST

6/4 White Ash, mill run	17 M
6/4 White Ash, No. 4 common	3 M
4/4 Basswood, No. 3 common	35 M
4/4 Birch, No. 3 common	12 M
1x7 and up Gray Elm, No. 3 common	38 M
12/4 Gray Elm, 1s and 2s	32 M
8/4 Rock Elm, No. 3 common	25 M
8/4 Rock Elm, No. 4 common	1 M
5/4 Hard Maple Step	12 M
6/4 Hard Maple, common and better	3 M
4/4 Hard Maple, No. 3 common	94 M

OUR OWN MANUFACTURE

Mitchell Brothers Co.

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., January 28, 1911

4/4 Ash, No. 3 common	17 M
4/4 Basswood, No. 2 common	136 M
1x6 Basswood, No. 2 common	43 M
1x4 Basswood, No. 3 common	14 M
1x6 Basswood, No. 3 common	7 M
4/4 Basswood, No. 3 common	73 M
8/4 Gray Elm, 1s and 2s	16 M
12/4 Gray Elm, 1s and 2s	17 M
1x10 and up Hard Maple, 1s and 2s	17 M
4/4 Maple and Beech, No. 3 common	116 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

200,000 feet	5/4 No. 3 common beech and maple.
250,000 "	6/4 No. 3 common beech.
30,000 "	8/4 No. 1 common and better birch.
150,000 "	5/4 No. 2 common and better basswood.
500,000 "	8/4 No. 1 hemlock.
500,000 "	8/4 No. 2 hemlock.



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

CRANDALL & BROWN
3300 South Center Ave.
Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
610 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1555 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
Office and Yard:
Throop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co.
873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
Office, Yards and Planing Mills: 22nd, Sangamon and Morgan Sts.
Mills at Fulton, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Storage Yards — 1436 Cherry Ave.

G. C. PRATT LUMBER AND TIE COMPANY
Hardwoods, Yellow Pine, Car Material and Ties
1308 Fort Dearborn Bldg.

THE KERNS-UTLEY LUMBER COMPANY

Chicago, Ill.

STOCK READY TO LOAD AT MOUNDS, ILL.

31000 ft.	1	4	[illegible]	[illegible]	[illegible]	[illegible]
18000 ft.	1	4	[illegible]	[illegible]	[illegible]	[illegible]
62000 ft.	1	4	No.	1	[illegible]	[illegible]
28000 ft.	5	4	No.	1	[illegible]	[illegible]
31000 ft.	6	4	No.	1	[illegible]	[illegible]
36000 ft.	8	4	No.	1	[illegible]	[illegible]
12000 ft.	10	4	No.	1	[illegible]	[illegible]
61000 ft.	12	4	No.	1	[illegible]	[illegible]
24000 ft.	16	4	No.	1	[illegible]	[illegible]
18000 ft.	4	4	Fas	Quartered	White	Oak.
12000 ft.	4	4	Fas	Quartered	[illegible]	[illegible]
43000 ft.	1	4	No.	2	[illegible]	[illegible]
22000 ft.	1	4	No.	2	[illegible]	[illegible]
15000 ft.	5	4	No.	1	[illegible]	[illegible]

All Dry For Rush Orders

OUR SHIPMENTS ALWAYS ON TIME

32000 ft.	4	4	No.	1	Com. and Fas	Ash
21000 ft.	5	4	No.	1	Com.	Ash.
42000 ft.	6	4	No.	1	Com. and Fas	Ash
7000 ft.	1X9		and up	Cottonwood	Boxboards	
16000 ft.	1X1..		and up	Cottonwood	Boxboards	
9000 ft.	1X22"		and up	No. 1	and Panel	Cottonwd
70000 ft.	1x6"		and up	Fas	Cottonwood	
36000 ft.	1X1"		and up	No. 1	Com.	Cottonwood
100000 ft.	7/8X6"		and up	Fas	Cottonwood	
4800 ft.	6	4	No. 1	Com. and	Bet.	Elm.
28800 ft.	8	4	No. 1	Com. and	Bet.	Elm
14400 ft.	12	4	No. 1	Com. and	Bet.	Elm
121000 ft.	4	4	No. 1	Com. and	Fas	Sap Gum
21000 ft.	8	4	No. 1	Com. and	Fas	Sap Gum

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

Telephone Harrison 4776 — A. G. PARKER, Mgr.

FACTORY LUMBER MANUFACTURING CO.

DEALERS

DISTRIBUTING YARDS:
MOBILE, ALA. & PORTLAND, ORE.

STEGER BUILDING
CHICAGO, ILL.

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of
Northern Lumber

[illegible] cars 2½ in. No. 1 Com. and Better Oak
[illegible] cars 1 in. No. 1 Com. and Better Oak
[illegible] cars 4/4 in. No. 1 Com. and Better Oak
[illegible] cars 2x4 and 4x4 Oak Wagon Poles

A complete stock of 1 in. to 4 in. thick Cane White Ash. 1 in. to 2 in. Hickory.

Telephones { Harrison 7[illegible] / Automatic 6[illegible]

704 Fisher Bldg., CHICAGO

FACTORY LUMBERA SPECIALTY

WHITE BROS. LUMBER CO.

Successors to
G. L. Lindsley Lumber Co.

Manufacturers and Wholesalers
Hardwood and Pine Lumber

1261 MONADNOCK BLOCK, CHICAGO

Stock List — For Immediate Shipment

Telephone Harrison 7393

AT ARKANSAS MILLS

50,000 4/4 1st & 2nds Qtd. White Oak.
40,000 4/4 No. 1 Com. White Oak.
20,000 4/4 No. 2 Com. White Oak.
60,000 4/4 1st & 2nds Qtd. Red Oak.
50,000 4/4 No. 1 Qtd. Red Oak.
20,000 4/4 No. 2 Qtd. Red Oak.
200,000 4/4 1sts & 2nds Pl. Red & White Oak.
150,000 4/4 No. 1 Com. Pl. Red & White Oak.
50,000 4/4 No. 2 Com. Pl. Red & White Oak.

ST. FRANCIS VALLEY GUM

60,000 4/4 1st & 2nds Red Gum, 12'.
125,000 4/4 1st & 2nds Red Gum, 10 to 16'.
30,000 4/4 No. 1 Com. Red Gum, 12'.
30,000 4/4 No. 1 Com. Red Gum, 10 to 16'.
100,000 4/4 1st & 2nds Sap Gum, 12'.
150,000 4/4 1st & 2nds Sap Gum, 10 to 16'.
90,000 4/4 No. 1 Sap Gum, 10 to 16'.
45,000 4/4 No. 2 Sap Gum, 10 to 16'.
100,000 4/4 Box Boards, 13 to 17".
50,000 4/4 Panel, 18 to 36".

SELLING AGENTS FOR CRAIG MOUNTAIN CORK PINE

MARSHALL LUMBER CO. NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING — TELEPHONE HARRISON 3996 — CHICAGO, ILLINOIS

STOCK LIST

CYPRESS.

4/4" 1s and 2s.....150,000 ft.
5/4" 1s and 2s.....120,000 ft.
6/4" 1s and 2s.....100,000 ft.
8/4" 1s and 2s..... 75,000 ft.
4/4" Select .....180,000 ft.
5/4" Select .....100,000 ft.
6/4" Select ..... 90,000 ft.
8/4" Select ..... 65,000 ft.
4/4" No. 1 Shop .....200,000 ft.
5/4" No. 1 Shop.....150,000 ft.
6/4" No. 1 Shop.....100,000 ft.
8/4" No. 1 Shop..... 75,000 ft.

GUM.

4/4" 1s and 2s Sap Gum..200,000 ft.
4/4" No. 1 Com. Sap Gum.150,000 ft.
4/4" No. 2 Com. Sap Gum. 60,000 ft.
5/8" 1s and 2s Sap Gum..100,000 ft.
5/8" No. 1 Com. Sap Gum.200,000 ft.

PLAIN RED OR WHITE OAK.

3/4" 1s and 2s..... 75,000 ft.
3/4" No. 1 Common.....100,000 ft.
5/8" 1s and 2s..... 60,000 ft.
4/4" 1s and 2s..... 75,000 ft.
4/4" No. 1 Common.....100,000 ft.
4/4" No. 2 Common..... 75,000 ft.
5/4" 1s and 2s..... 25,000 ft.
5/4" No. 1 Common..... 20,000 ft.
6/4" 1s and 2s..... 30,000 ft.
6/4" No. 1 Common..... 25,000 ft.
8/4" 1s and 2s..... 25,000 ft.
8/4" No. 1 Common..... 30,000 ft.
12/4" 1s and 2s..... 11,000 ft.

QUARTERED RED OAK.

4/4" 1s and 2s..... 60,000 ft.
4/4" No. 1 Common..... 75,000 ft.

DRY YELLOW POPLAR.

4/4" 1s and 2s.....225,000 ft.
5/4" 1s and 2s..... 60,000 ft.
6/4" 1s and 2s..... 12,000 ft.
8/4" 1s and 2s..... 30,000 ft.
4/4" Sap & Sel. Wagon Box Boards .....100,000 ft.
4/4" No. 1 Common.....400,000 ft.
5/4" No. 1 Common..... 30,000 ft.
6/4" No. 1 Common..... 70,000 ft.
8/4" No. 1 Common..... 12,000 ft.
4/4" No. 2 Common.....400,000 ft.
5/4" No. 2 Common..... 75,000 ft.
6/4" No. 2 Common..... 50,000 ft.
8/4" No. 2 Common..... 50,000 ft.
4/4" No. 3 & No. 4 Com...500,000 ft.
4/4" Log Run Basswood, 70% 8', 10' & 12'..250,000 ft.

4/4" Log Run Ash, 1/3 each grade, 41M 8' to 12' and 20M 14' and 16'..... 70,000 ft.

ASH.

4/4" 1s and 2s..... 30,000 ft.
4/4" No. 1 Common..... 50,000 ft.
5/4" 1s and 2s..... 10,000 ft.
5/4" No. 1 Common..... 75,000 ft.
6/4" 1s and 2s..... 15,000 ft.
6/4" No. 1 Common..... 15,000 ft.

COTTONWOOD.

4/4" 1s and 2s.....100,000 ft.
4/4" No. 1 Common..... 75,000 ft.
4/4" No. 2 Common.....100,000 ft.
1x13 to 17" Box Boards...100,000 ft.

QUARTERED WHITE OAK.

4/4" 1s and 2s..... 50,000 ft.
4/4" No. 1 Common..... 75,000 ft.

TO THE TRADE:—We are desirous of moving the following Dry Hardwoods:

150,000 feet 1½ inch Soft Elm No. 2 Common and Better
60,000 feet 1½ inch Soft Elm No. 3
100,000 feet 4-4 No. 1 Common Birch
500,000 feet 4-4 No. 2 Common Birch
250,000 feet 4-4 No. 3 Common Birch
2 cars 4 inch Clear Birch Strips
2 cars 4 inch No. 1 Common Birch Strips
4 cars 4 inch No. 2 Common Birch Strips
4 cars 4 inch No. 3 Common Birch Strips
1 car 4-4 No. 2 Common and Better White Ash (good widths)
100,000 ft. 4, 5 and 6 inch Com. and Clear Basswood Ceiling Stock
100,000 ft. No. 3 Common Basswood
Maple and Birch Flooring in all widths

SEND US YOUR INQUIRIES

FLANNER-STEGER LAND & LUMBER CO.

MILLS: Blackwell, Forest County, Wisconsin.

SALES OFFICE: Steger Building, Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, March 10, 1911 CHICAGO, ILL.

STOCK SHEET

BASSWOOD

200,000 feet 5/4, 60% 1 and 2, 30% No. 1, 10% No. 2
100,000 feet 8/4, 60% 1 and 2, 30% No. 1, 10% No. 2
14,000 feet 8/4, No. 2 common
100,000 feet 4/4, 1 and 2, 7" and wider
50,000 feet No. 1 common, 5" and wider

WISCONSIN RED OAK

1 car 10/4 No. 1 common and better
10 cars 4/4 No. 1 common and better
Very choice wide stock and good lengths

We are cutting some very choice basswood and would be glad to contract for any portion or all of it.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

KILN DRIED

HARDWOOD LUMBER

ALWAYS IN STOCK

HEATH, WITBECK COMPANY

Manufacturers & Dealers

Car Lots and Special Bills Cut To Order

SOUTHERN OFFICES
Thebes, Ill. McEwen, Tenn.
Hailey, Ark.

MAIN DISTRIBUTING YARD
Thebes, Ill.

GENERAL OFFICES
1035 W. 22nd St., Chicago
Phone Canal 942 Cable address—Dorheath

We Cut Oak Chair Stock, Implement Stock and Timber To Your Order. **Phone Harrison 2340**

SCHULTZ, HOLLOWAY & COMPANY, 277 Dearborn Street, CHICAGO

TO OUR TRADE: We have the following stock ready for prompt shipment, and would be pleased to have your inquiry for items in which you are interested.

STOCK LIST

PLAIN WHITE OAK.
42,420 ft. 4/4 1st and 2nd
62,586 ft. 4/4 No. 1 Common.
32,760 ft. 4/4 No. 2 Common.
14,680 ft. 5/4 1st and 2nd.
10,780 ft. 5/4 No. 1 Common.
22,780 ft. 6/4 1st and 2nd.
18,473 ft. 6/4 No. 1 Common.
64,580 ft. 8/4 1st and 2nd.
42,780 ft. 8/4 No. 1 Common.

CHESTNUT.
235,485 ft. 4/4 Sound Wormy.

PLAIN RED OAK.
33,485 ft. 4/4 1st and 2nd.
28,516 ft. 4/4 No. 1 Common.
27,681 ft. 4/4 No. 2 Common.

GUM.
28,756 ft. Boxboards 13 to 17".
24,580 ft. 4/4 1st & 2nd Red Gum.
13,185 ft. 4/4 No. 1 Com. Red Gum
63,781 ft. 4/4 1st & 2nd Sap Gum
84,581 ft. 4/4 No. 1 Com. Sap Gum.
60,000 ft. 8/4 1st & 2nd Red Gum
40,000 ft. 8/4 No. 1 Com. Red Gum

ASH.
78,574 ft. 4/4 1st & 2nd.
38,851 ft. 4/4 No. 1 Common
15,752 ft. 6/4 1st & 2nd.
156,491 ft. 8/4 1st & 2nd.
22,500 ft. 10/4 No. 1 Com. & Better.
50,000 ft. 12/4 1st & 2nd.
30,000 ft. 12/4 No. 1 Common.
64,500 ft. 16/4 1st & 2nd.
15,871 ft. 16/4 No. 1 Com. & Better

COTTONWOOD.
14,280 ft. Boxboards 13 to 17".
84,781 ft. 4/4 1st and 2nd.
284,120 ft. 4/4 No. 1 Common.
300,000 ft. 5/4 No. 2 Common.
100,000 ft. 6/4 No. 1 Common.
200,000 ft. 6/4 No. 2 Common.

QUARTERED WHITE OAK.
78,184 ft. 4/4 1st and 2nd.
65,280 ft. 4/4 No. 1 Common.

SOFT ELM.
45,750 ft. 6/4 No. 1 Com. & Btr.
22,380 ft. 8/4 No. 1 Com. & Btr.
12,490 ft. 12/4 No. 1 Com. & Btr.

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

WILL BUY

A Few Cars of

Good Gum, Cottonwood, Red and White Oak, White Ash-all grades and thicknesses

Quote Best Prices F. O. B. Mill or Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange **CHICAGO** Phones Harrison 6440 Automatic 61377

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

Poplar Wagon Box Boards, 13 in. to 20 in. wide, 12 ft., 14 ft. and 16 ft.

Poplar Sign Boards, 2x14 in. to 16 in., 1 and 2 grade, 14 ft., 16 ft. and 18 ft. long.

Dry Hard Maple, 1 and 2 grade 1½ in., 2 in. and 2½ in. thick, standard lengths. Hard Maple, 3 cars Clear Stock, 3½x7x12 ft., to be sawed to order.

50 pcs. each 8 in., 9 in. and 10 in. No. 1 solid poplar squares, 12 ft., 14 ft., 16 ft. 2½ in., 3 in. and 3½ in. first clear poplar plank all 14 ft. for September shipment.

1 in. Red Gum, 1 and 2 grade, 12 ft., with 10% 10 ft., also 10 in. and wider, all lengths.

1 in. Red Oak, 1 and 2 grade, mostly 14 ft. and 16 ft.

7x9 W. Oak Switch Ties in sets, 8 ft. 9 in. to 16 ft. 9 in. long.

We would contract for following:

1 in. and thicker Birch, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, 8" and 10" widths only, 1 and 2 grade.

1½ in. and 2 in. No. 1 Common and Better Beech in car or cargo lots.

We would like to sell a car of NORTHERN WHITE PINE 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.

We are large handlers of WESTERN WHITE PINE all grades shop and better.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

1400-1410 CARROLL AVE.,

CHICAGO

Huddleston-Marsh Lumber Company

(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian MAHOGANY Lumber and Veneers

DOMESTIC VENEERS and Glued-Up Panel Stock

2256-2266 Lumber Street - - CHICAGO, ILL.

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

WHEELER-TIMLIN LUMBER COMPANY

Manufacturers and Wholesalers of

NORTHERN AND SOUTHERN HARDWOODS

WE WANT TO MOVE

3 Cars 1 in. No. 2 Common and Better Black Ash.
2 Cars 2 in. 1s and 2s Hard Maple.
1 Car 3 in. No. 1 Common and Better Hard Maple.
4 Cars 1 in. No. 1 Common and Better Basswood.
2 Cars 3-4 in. No. 1 Common and Better Red Oak.
2 Cars 5-8 in. No. 1 Common and Better Red Oak.
2 Cars 4-4 in. No. 1 Com. and Better Qtd. Red Oak.
1 Car 6-4 in. 1s and 2s Plain Red Oak.

FIRST NATIONAL BANK BUILDING, CHICAGO

WAUSAU, WISCONSIN

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

89% of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Bldg., New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Bldg., Seattle
1104 Spalding Bldg., Portland

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Company

NASHVILLE, ∴ TENNESSEE

Southern Hardwoods, Poplar, Oak, Ash and Chestnut

DRY STOCK, STANDARD WIDTHS AND LENGTHS AND STRAIGHT GRADES

We furnish what we sell in every case. Correspondence solicited. Delivered prices any railway point in the United States or Canada.

The Aristocrat of Flooring

TOFCO BRAND

OAK FLOORING

MANUFACTURED BY THE

TENNESSEE OAK FLOORING CO.

NASHVILLE, - - - TENN.

Hunt, Washington & Smith

Nashville, Tenn.

SPECIAL PRICES ON OAK STRIPS

10 cars	1x2½ to 5½ in.	Clear Face and Better	Quartered	White Oak
2 "	1x4 in. and 4½ in.	"	"	"
2 "	1x5 in. and 5½ in.	"	"	"
1 car	5-4x2½ in. to 5½ in.	"	"	"
1 "	6-4x2½ in. to 5½ in.	"	"	"
1 "	1x2½ in. to 5½ in.	Clear Face and Better	Quartered	Red Oak
5 cars	1x2½ in. to 5½ in.	"	"	Plain White Oak
2 "	1x2½ in. to 5½ in.	"	"	Red Oak
1 "	1x4½ in. to 5½ in.	"	"	" " Casings
1 "	1x4½ in. to 5½ in.	"	"	White Oak
3 "	1x6 in. 1x2 Quartered White Oak.			

Quartered White Oak **Quartered Red Oak**

Tennessee Red Cedar **Poplar, Hickory, Chestnut**

Ash, Walnut, Plain Oak, Etc.

10,000,000 FEET

READY FOR IMMEDIATE SHIPMENT

LOVE, BOYD & CO.

NASHVILLE, TENN.

Southern Lumber & Mfg. Co.

Manufacturers

Rough and Dressed Hardwood Lumber

Nashville, Tenn.

We want to move

3 Cars 5-4 in. 1s and 2s Quartered White Oak
5 Cars 5-4 in. No. 1 Common Quartered White Oak
3 Cars 5-4 in. Clear Strips Quartered White Oak
2 Cars 8-4 in. 1s and 2s Quartered Red Oak
5 Cars 4-4 in. No. 1 Common Ash
5 Cars 4-4 in. No. 2 Common Ash



LOUISVILLE'S

Premier products are **Pretty Women, Thoroughbred Horses** and **Quality Hardwoods.**

We specialize in **Plain and Quartered Oak, Chestnut, Walnut, Hickory, Poplar, Ash, Mahogany, Veneers and Panels.**

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

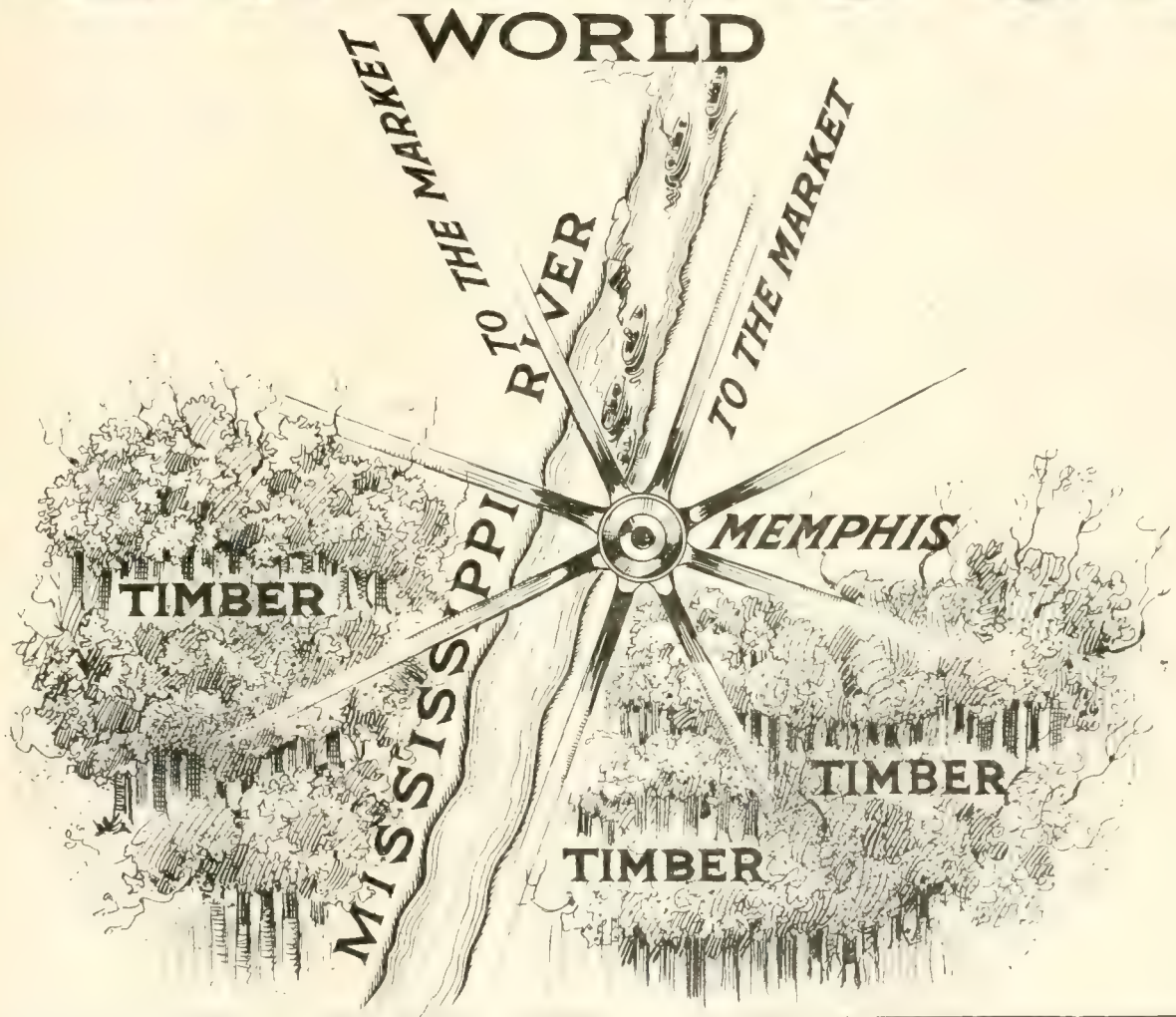
Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4" 1sts and 2nds, 6-12".....150,000'
4/4" No. 1 Common, 4 and up.....200,000'
4/4" Box Boards, 13-17".....200,000'
4/4" Panel & Wide, No. 1, 21" and up .. 12,000'
4/4" Panel & Wide, No. 1, 18 to 20" ... 12,000'
5/4" 1sts & 2nds, 6" and up .....150,000'
6/4" 1sts & 2nds, 6" and up ..... 35,000'

SAP GUM

4/4" 1sts & 2nds, 6" and up .....200,000'
5/4" 1sts & 2nds, 6" and up .....150,000'
4/4" No. 1 Common, 4" and up ..... 75,000'
5/4" No. 1 Common, 4" and up ..... 50,000'
4/4" Box Boards, 13" to 17"..... 18,000'
4/4" Panel & Wide, No. 1, 21" and up... 50,000'

RED GUM

4/4" 1sts & 2nds..... 50,000'
4/4" No. 1 Common .....100,000'
5/4" 1sts & 2nds ..... 25,000'
5/4" No. 1 Common .....100,000'
6/4" 1sts & 2nds ..... 12,000'
6/4" No. 1 Common ..... 6,500'
8/4" 1sts & 2nds..... 25,000'
8/4" No. 1 Common ..... 16,000'

QUARTERED WHITE OAK

4/4" 1sts & 2nds..... 3,500'
4/4" No. 1 Common ..... 25,000'
4/4" No. 2 Common ..... 25,000'

CYPRESS

5/4" No. 1 Shop & Better..... 50,000'

PLAIN RED OAK

4/4" 1sts & 2nds ..... 15,000'
5/4" 1sts & 2nds ..... 21,000'
6/4" 1sts & 2nds ..... 25,000'
6/4" No. 1 Common ..... 12,000'
3/4" No. 1 Common & Better..... 25,000'

PLAIN WHITE OAK

4/4" 1sts & 2nds..... 50,000'
4/4" No. 1 Common ..... 35,000'
4/4" No. 2 Common ..... 25,000'

ELM

4/4" Log Run ..... 12,000'
6/4" Log Run ..... 25,000'

Above stock is all well manufactured—good widths and lengths—dry.
.....CAN SHIP IMMEDIATELY.....

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Miss.

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In. †We ship our No. 1 Common Quartered White Oak 6" & up wide.

1911

WHY NOT?

Turn Over a New Leaf

Send Us Your Inquiries

Everything in Southern Hardwoods

Band Sawn and Equalized, Gum, Cottonwood, Ash, Red and White Plain and Quartered Oak. Let us quote you on the following items:

10 cars 5-4 x 13 to 17 in. 1st and 2d Cottonwood
15 " 4-4 x 6 to 12 in. " " "
6 " 5-4 x 6 in. and up " " Sap Gum
7 " 6-4 x 6 in. " " " "
12 " 12-4 Log Run Southern Elm
2 " 4-4 x 18 in. and up 1st and 2d Poplar
2 cars 4-4 x 13 to 17 in. Bx. Bds. Poplar
17 " 4-4 No. 1 Common Plain Red Oak
4 " 5-4 " " " " "
5 " 6-4 " " " " "
7 " 8-4 " " " " "

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER MEMPHIS, TENN.

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

STOCK LIST

TALLAHATCHIE LUMBER CO., Philipp, Miss., U. S. A.

GUM
4-4 1s and 2s Red.....15,171 Feet
4-4 No. 1 Common Red....13,400 Feet
5-4 No. 1 Common Red....31,907 Feet
4-4 Wide Box Boards.....13,153 Feet
4-4 1s and 2s Sap.....94,159 Feet
5-4 1s and 2s Sap.....17,840 Feet
4-4 No. 1 Common Sap...110,897 Feet
4-4 No. 2 Common Sap....69,350 Feet
4-4 No. 3 Common Sap....10,500 Feet

PLAIN WHITE OAK
4-4 1s and 2s.....26,323 Feet
7-4 1s and 2s.....1,300 Feet
8-4 1s and 2s.....890 Feet
10-4 1s and 2s.....1,500 Feet
15-4 1s and 2s.....2,500 Feet
4-4 No. 1 Common.....46,323 Feet
4-4 No. 2 Common.....18,542 Feet

PLAIN RED OAK
4-4 1s and 2s.....54,672 Feet
4-4 No. 1 Common.....34,592 Feet
4-4 No. 2 Common.....19,156 Feet
4-4 Sound Wormy.....1,500 Fee

PLAIN RED AND WHITE OAK
4-4 No. 3 Common.....167,895 Feet

QUARTERED WHITE OAK
4-4 1s and 2s.....12,880 Feet
4-4 Clear Face Strips.....17,500 Feet
4-4 No. 1 Common.....13,460 Feet
4-4 No. 2 Common.....14,165 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 15,742 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 19 in. long 14,593 Feet

QUARTERED RED OAK
4-4 1s and 2s.....13,682 Feet
4-4 Clear Face Strips.....12,192 Feet
4-4 No. 1 Common.....14,569 Feet
6-4 No. 2 Common.....12,475 Feet
4-4 No. 2 Common.....13,263 Feet
5-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 16,142 Feet
6-4 Chair Seat Stock, 4 in. and up wide, 18 in. long 17,262 Feet

ASH
4-4 No. 1 Common.....14,238 Feet
4-4 Log Run.....12,326 Feet
6-4 Log Run.....11,182 Feet

MISCELLANEOUS
6-4 Log Run Soft Elm....56,986 Feet
4-4 Log Run Cypress.....12,167 Feet
4-4 Log Run Mar... .... 11,534 Feet

MEMPHIS
THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

1 car ¾ Quartered white oak C. & B. on grade.
5 cars 4/4 quartered white oak 1sts and 2nds.
6 cars 4/4 quartered white oak No. 1 common.
4 cars 5/4 and 6/4 quartered white oak C. & B. on grade.
2 cars 4/4 quartered red oak C. & B. on grade.
6 cars 4/4 plain red oak C. & B. on grade.
3 cars 5/4 and 6/4 plain red oak C. & B. on grade.
2 cars 4/4 plain white oak C. & B. on grade.
3 cars 4/4 Ash C. & B. on grade.
2 cars 5/4 Ash No. 1 common.
1 car each 10/4 and 12/4 Ash, 15% No. 1 common.
1 car 4/4 poplar No. 1 common.
1 car 4/4 and 5/4 Poplar sap.
1 car 2" Poplar No. 2 common.
4 cars 4/4 Red Gum C. & B. on grades.
1 car 4/4 Gum boxboards.
1 car 6/4 Rock Elm, log run.
1 car 6/4 Soft Elm, log run.
1 car 12/4 Soft Elm, C. & B.

VANDEN BOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JOHN M. WOODS & CO.

ASH — RED GUM — QUARTERED WHITE OAK
PLAIN OAK — COTTONWOOD — QUARTERED RED OAK
HICKORY

Special attention to mixed cars.
This means economical buying for you.

Wholesale Yard — MEMPHIS, TENN.
Main Office and Distributing Yard — EAST CAMBRIDGE, MASS.

Florence Pump & Lumber Co.

INCORPORATED
Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

WE WANT TO MOVE AT ONCE

2 cars 4-4 1s and 2s Quartered White Oak
2 cars 4-4 No. 1 Common Quartered White Oak
1 car 5-8 No. 1 Common and 1s and 2s about 60% 1s and 2s
1 car 4-4 1s and 2s Quartered Red Oak
1 car 4-4 No. 1 Common Quartered Red Oak
2 cars 4-4 1s and 2s Plain Red Oak
1 car 3-4 Plain Red Oak 50 No. 1 Common and 50% 1s and 2s
1 car 4-4 No.1 Common Poplar

We solicit your inquiries for this stock
MOFFETT, BOWMAN & RUSH.

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

QUARTERED OAK.
152,765 ft. 1" No. 1 Common White.
52,947 " 1" " Red.

GUM.
31,000 ft. 1" 1st and 2nd Sap.
15,000 " 1" No. 1 Common Sap.
20,500 " 1" Box Boards, 13"-17".
5,750 " 1" 1st and 2d Sap, 18" and up.
16,500 " 1¼" 1st and 2nd Sap.
8,700 " 1¼" No. 1 Common Sap.
25,600 " 1½" 1st and 2nd Sap.
13,200 " 1 " 1st and 2nd Red.
8,200 " 1¼" 1st and 2nd Red.
2,300 " 1¼" No. 1 Common Red.

PLAIN OAK.
58,830 ft. 1" No. 3 Com. Red and White.
28,310 ft. 1" No. 2 Com. Red and White.
15,419 ft. 1" Sound Wormy Red and White.
102,592 ft. 1" No. 1 Common White.
146,569 " 1" No. 1 Common Red.
65,783 " 1¼" No. 1 Common Red.
26,637 " 1¼" No. 1 Common White.
19,492 " 1½" No. 1 Common White.

YELLOW CYPRESS.
15,310 ft. 1" 1st and 2nd.
39,758 " 1" Selects.
76,564 " 1" Shop.
15,750 " 2" 1st and 2nd.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
25,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
26,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK
12,000 ft. 4/4 No. 2 common.

PLAIN RED OAK
25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH
13,000 ft. 5/4 to 16/4 log run.

ELM
14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in
HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

H. M. SPAIN
TIMBER ESTIMATOR

All work personally conducted
MEMPHIS, TENN.

MEMPHIS
THE HUB OF THE HARDWOOD WORLD

C. D. HENDRICKSON, Pres. and Gen. Mgr. E. E. SWEEY, Sec. and Sales Mgr.

C. D. Hendrickson Lumber Company
MANUFACTURERS OF
SOUTHERN HARDWOOD LUMBER
OAK, ASH, CYPRESS, POPLAR, ELM, RED GUM, SAP GUM, COTTONWOOD
Memphis, Tennessee

J. W. Thompson Lumber Company
MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

Goodlander-Robertson Lumber Co.
MEMPHIS, TENN.

POPLAR
OAK
HICKORY
ASH

AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries

S. C. MAJOR LUMBER CO.
W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES
PLAIN AND QUARTERED OAK, ASH AND POPLAR

Darnell-Taenzer Lumber Co.
Manufacturers and Dealers in High Grade
HARDWOOD LUMBER

180,000 Ft.	3-8 in.	Common Plain Red Oak.			
45,000 "	1-2 in.	1 and 2	Qtd. Red Oak.	10 in. and Wider	
40,000 "	5-8 in.	1 and 2	" "	"	10 in. and Wider
10,000 "	5-4 in.	1 and 2	" "	"	10 in. and Wider
24,000 "	1 in.	1 and 2	" "	"	10 in. and Wider
8,000 "	1 1-2 in.	1 and 2	" "	"	10 in. and Wider
60,000 "	5-8 in.	1 and 2	Plain Red Oak.	12 in. and Wider	
20,000 "	3-4 in.	1 and 2	" "	"	12 in. and Wider
10,000 "	1 1-2 in.	1 and 2	" "	"	12 in. and Wider
14,000 "	2 1-2 in.	1 and 2	Ash, 80% 12 Ft.		
30,000 "	1 in.	1 and 2	Yellow Cypress,	18 in. and Wider	
10,000 "	1 1-4 in.	1 and 2	" "	"	18 in. and Wider
12,000 "	1 1-2 in.	1 and 2	" "	"	18 in. and Wider
12,000 "	2 in.	1 and 2	" "	"	18 in. and Wider
20,000 "	1-2 in.	1 and 2	Qtd. White Oak,	10 in. and Wider	
20,000 "	3-4 in.	1 and 2	" "	"	10 in. and Wider

SAWED VENEER
We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

Hardwood Record's
strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND! ═══ STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

The Demand Increases—The Supply Decreases

But

We Still Have the Goods

Red Gum—Sap Gum—Poplar—Chestnut—Oak—Ash—Hemlock—Basswood.

LARGE DRY STOCK WELL ASSORTED

1 Car 5-4 1s & 2s Red Gum.
20 Cars 4-4 1s & 2s Sap Gum.
10 Cars 6-4 1s & 2s Sap Gum.
5 Cars 4-4 Box Boards Gum.
5 Cars 4-4 1s & 2s Quartered White Oak.
5 Cars 4-4 No. 1 Common Quartered White Oak.
35 Cars 4-4 No. 1 Common Plain White and Red Oak.
1 Car 6-4 No. 1 Common Plain White and Red Oak.
3 Cars 8-4 No. 1 Common Plain White and Red Oak.

KENTUCKY LUMBER CO.

MANUFACTURERS

CINCINNATI, OHIO

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:

1620 Union Trust Building

Cincinnati, Ohio

MILLS:

Norma, Tennessee

New River, Tennessee

HIGH GRADE POPLAR

Good Widths and Lengths

WELL MANUFACTURED

75 M 5-8 inch Saps and Selects Poplar
150 M 4-4 inch Saps and Selects Poplar
250 M 4-4 inch No. 1 Common Poplar
175 M 4-4 inch No. 2 Common Poplar
80 M 6-4 inch No. 1 Common Poplar
100 M 6-4 inch No. 2 Common Poplar
30 M 4-4 inch F. A. S. Quartered Poplar

DRY STOCK—Can ship immediately.

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, • OHIO

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

CINCINNATI

THE GATEWAY OF THE SOUTH

THE MIDLAND LUMBER COMPANY, CINCINNATI, OHIO

SOUTHERN HARDWOODS

MILLS AT PETEET AND COLBY, MISS. Planing Mill and Dry Kilns at Cincinnati

FOR SALE

2 cars 4-4 1s and 2s Red Gum.
2 cars 4-4 No. 1 Common Red Gum.
1 car 5-4 1s and 2s Red Gum.
1 car 5-4 No. 1 Common Red Gum.
3 cars 6-4 1s and 2s Red Gum.
2 cars 6-4 No. 1 Common Red Gum
1 car 8-4 1s and 2s Quartered Red Gum.
5 cars 6-4 No. 1 Common Sap Gum.
1 car 4-4 18—27 in. No. 1 and Panel Cottonwood.
1 car 4-4 1s and 2s, 13 in. and up, Cottonwood.
1 car 6-4 1s and 2s Cypress.
1 car 6-4 Select Cypress.

Prices Right **Send Us Your Inquiries** **Grades Right**

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks **Best Selections**

CINCINNATI, OHIO

Cincinnati Hardwood Lumber Co.

Manufacturers and wholesalers of all kinds of

HARDWOODS

VENEERS AND THIN LUMBER

Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

Office and Yards: 2624-2634 Colerain Avenue

CINCINNATI, OHIO

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK--ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET

CINCINNATI

RIEMEIER LUMBER CO.

HARDWOOD LUMBER

Special list of stock we wish to move

200,000 ft. 1 in. No. 1 Common and 1st and 2d Chestnut
100,000 ft. 5-4 " " " " "
75,000 ft. 6-4 " " " " "
100,000 ft. 8-4 " " " " "
30,000 ft. 1 in. x 2½ in. to 5½ in. Clear Qtd. W. Oak Strips
15,000 ft. 5-4 in. 1st and 2d Poplar 15 in. to 17 in. Sap no Defect
100,000 ft. 1 in. No. 1 Common Plain White Oak
100,000 ft. 1 in. No. 1 " " Red " "
100,000 ft. 5-4 No. 1 Common and 1st and 2d Plain Red Oak
15,000 ft. 4 in. 1st and 2d White Ash
150,000 ft. 1 in. to 3 in. No. 1 Common White Ash

Office and Yards
Summer St., Gest St., and C. H. & D. R. R.

CINCINNATI

BENNETT & WITTE

MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who Inspect and Measure their Lumber. We Ship all over the Globe

Delivered prices quoted to any point in North America or to any Seaport of the world. Cable address Bennett

Wire or Write to either

Branch
Memphis, Tenn.

Main Office
Cincinnati, Ohio
222 W. 4th St.

FOR SALE

2 Cars 4-4 1s and 2s Chestnut
5 Cars 4-4 No. 1 Common Chestnut
10 Cars 4-4 Sound Wormy Chestnut
5 Cars 5-4 No. 1 Common Poplar

Write

CONASAUGA LUMBER COMPANY
Manufacturers
Cincinnati, Ohio

CINCINNATI

THE GATEWAY OF THE SOUTH

SHAWNEE LUMBER CO.,

Main Office and Distributing Yard: 1769-1783 Weber St., South Side Station, C. H. & D R. R.

Carry a full line of Hardwoods. Operate our own Mills. Let us quote you on worked stock of any description.

WHITE PINE—MICHIGAN GRADING.

1 car 1x 8" No. 3 Common.
8 cars 1x10" No. 3 Common.
1 car 1x12" No. 3 Common.
10 cars 1x 6" No. 4 Common.
10 cars 1x 8" No. 4 Common.
10 cars 1x10" No. 4 Common.
3 cars 1x12" No. 4 Common.
1 car 1x13" and up No. 4 Com.

QUARTERED WHITE OAK.

½ car 4/4 1 & 2 6" to 9".
1 car 4/4 1 & 2 10" and up.
1 car 4/4 No. 1 Com.
1 car 4/4 No. 2 Com.
1 car 4/4 No. 1 Com. Qtd. White Oak Strips—2½" to 5½".
1 car 4/4 No. 1 Com. Qtd. White Oak Strips—2½" to 5½".

ASH.

½ car 4/4 1 & 2 Ash.
½ car 4/4 No. 1 Com. Ash.
½ car 4/4 No. 2 Com. Ash.

CHESTNUT.

1 car 4/4 No. 1 Com. & Better.
½ car 5/4 No. 1 Com. & Better.
5 cars 4/4 Sound Wormy.
3 cars 5/4 Sound Wormy.
10 cars 4/4 No. 3 Common.

POPLAR.

1 car 4/4—18" to 23" Panel & No. 1.
1 car 4/4—24" & up Panel & No. 1.
1 car 4/4— 7" to 17" 1 & 2.
1 car 4/4—13" to 17" Box Boards
½ car 4/4 Clear Sap.
½ car 4/4 Select.
4 cars 4/4 No. 1 Com.
5 cars 4/4 No. 2 Com.
10 cars 4/4 No. 3 Com.
1 car 1x3" No. 1 Com. Popl. Strips.
2 cars 1x4" No. 1 Com. Popl. Strips.
1 car 1x5" No. 1 Com. Popl. Strips.
4 cars 1x6" No. 1 Com. Popl. Strips.
2 cars 1x4" No. 2 Com. Popl. Strips.
1 car 1x5" No. 2 Com. Popl. Strips.
1 car 1x6" No. 2 Com. Popl. Strips.

HEMLOCK.

10 cars 1x 6" No. 1 Com. Hemlock.
10 cars 1x 8" No. 1 Com. Hemlock.
1 car 1x10" No. 1 Com. Hemlock.
1 car 1x12" No. 1 Com. Hemlock.
10 cars 1x 6" No. 2 Com. Hemlock.
10 cars 1x 8" No. 2 Com. Hemlock.
3 cars 1x10" No. 2 Com. Hemlock.
15 cars 1x12" No. 2 Com. Hemlock.

Manufacturers of Hardwood Lumber, Cincinnati, Ohio

Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

Finely Figured Quartered Oak

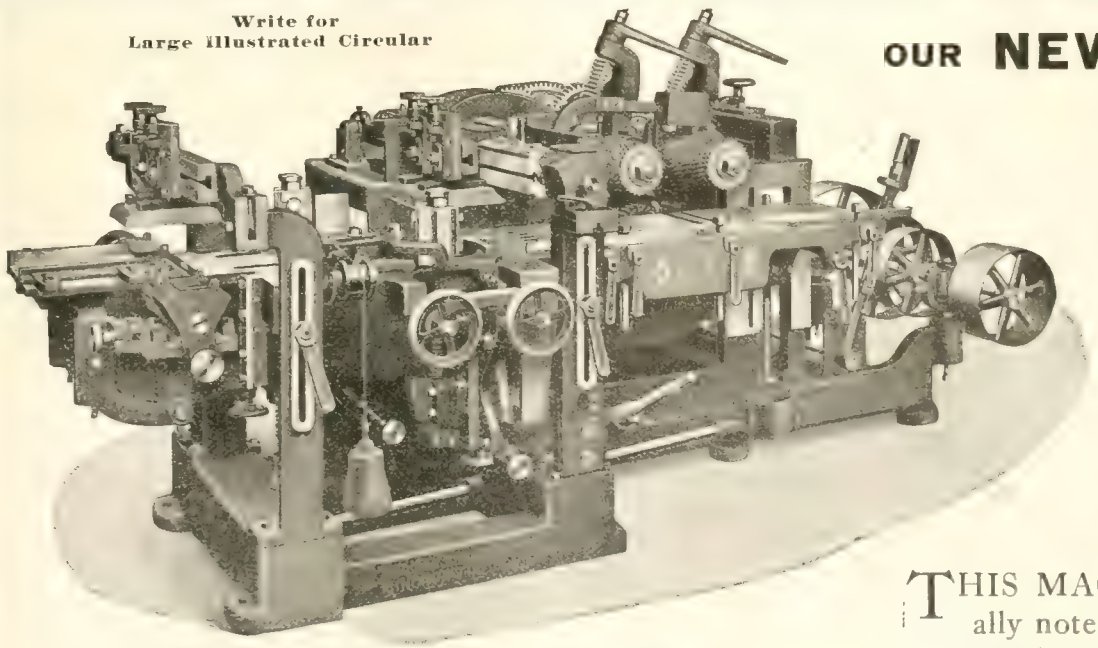
Evansville, Indiana

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

Write for Large Illustrated Circular



No. 184 Four Side Molder- 12 inches and 14 inches.

OUR NEW No. 184 FOUR SIDE MOLDER

Embodies in its make-up all the desirable features that are necessary in the production of **high quality work** at **low cost.**

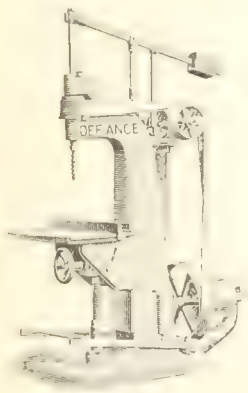
THIS MACHINE is especially noted for its simplicity in operation and ease and rapidity of adjustment.

The points of adjustment enumerated below enable our No. 184 to greatly reduce the time of setting up for varying patterns:

1st. Adjustable Pressure Bar Over Lower Head.
2nd. Adjustable Chip Breaker for Upper Head.
3rd. Detachable Outside Bearing for Upper Head.
4th. Vertical, Lateral and Angular Adjustments for Side Heads.
5th. End Platen Swings out of way of Lower Head.
6th. Self-Contained and Adjustable Countershaft.
7th. Patent Clamp Box.
8th. Spring Pressure to Feed Rolls.
9th. Outer Side Head, Chip Breaker and Fence adjust as a unit.

J. A. FAY & EGAN CO.

414-434 W. FRONT STREET, CINCINNATI, OHIO



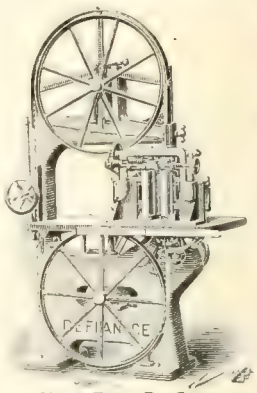
No. 6 Vertical Borer

"Defiance" High-Grade Woodworking Machines

ALL THE NAME IMPLIES AND A LITTLE MORE

WE HAVE BEEN over 60 years building our reputation. Our machines are known the world over and used in arsenals, ship yards and workshops of 16 of the leading governments of the world. Isn't that sufficient evidence of their stability? Can you afford to operate your plant without them?

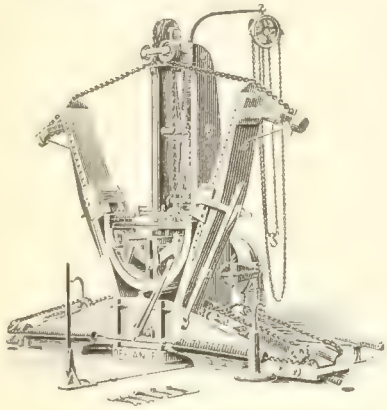
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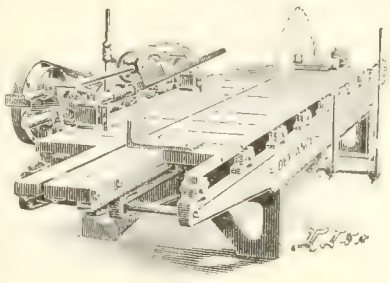
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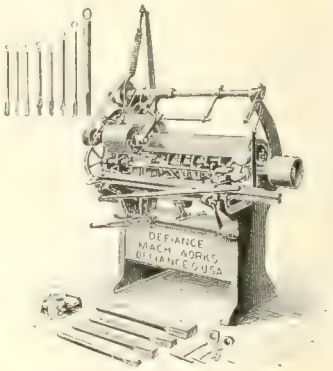
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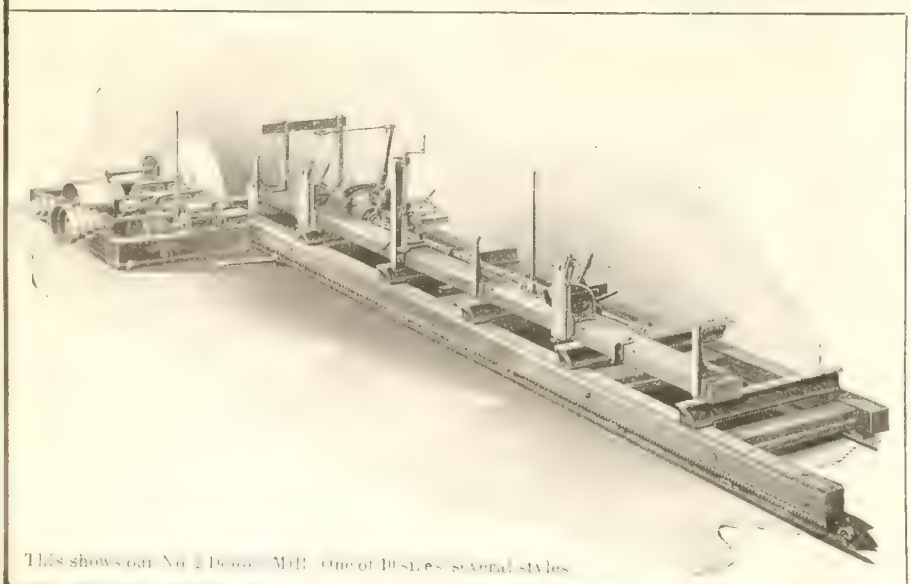


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80,000' 4-4 quar. poplar No. 1 Com.
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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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HENRY H. GIBSON, President LOUIS L. JACQUES, Sec'y and Treas.

Sixth Floor, Ellsworth Bldg., 355 Dearborn Street, Chicago, Ill.

Telephones Harrison 8086-8087-8088

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Coming Association Meetings

NATIONAL LUMBER MANUFACTURERS' ASSOCIATION

The ninth annual meeting of this association will be held at Chicago on Wednesday and Thursday, May 24 and 25.

EDWARD HINES, President. LEONARD BRONSON, Manager.

General Market Conditions

Reports from the chief consuming centers of the United States indicate a decided increase in inquiries during the last fortnight, and a substantial gain in actual sales of hardwoods. On the whole, there seems to be a fair volume of business, the only unsatisfactory condition existing being that prices on some items of stock in various quarters are being shaded considerably, with little or no excuse for such action. This situation is doubtless brought about by the necessity of sundry holders of stock who feel that they must realize from immediate sales. There is no gainsaying the fact that hardwood lumber in first hands is in remarkably short supply, and that even thirty days' normal trade will exhaust the stock of dry lumber.

There is absolutely no reason for sacrificing values at this time, and it is unfortunate that anyone is attempting to force sales by cutting the price. However, there are some items of stock which are being held not only very firm, but with a decided advancing tendency. This situation lies notably with northern maple and birch. There has been a wonderfully increased demand for both these woods during the last three months, with a marked shortage of stock, which would indicate that these varieties of lumber would command three to five dollars advance during the next few months.

Red gum is holding its own well, but there is apparently no increase in price.

Quarter-sawed oak is being shaded in some quarters, which looks like an unnecessary sacrifice of a most desirable variety of lumber.

The furniture trade still continues to buy from hand to mouth, simply making enough purchases to keep the plants going. This is the tendency of the entire consuming trade—buying only for immediate requirements. It goes without saying that stock in hands of remanufacturers is lower than it has been in years. Concerns that have ordinarily carried from one to five million feet of lumber are now down to a very few cars. This situation is indicative of a hesitancy over general commercial conditions.

It is certain that a marked advance in lumber values would be a stimulus to trade at the present time. Lowering values never have acted as an impetus to sale and purchase.

Business in the Middle West is in better shape than in the East, but the eastern jobbers are optimistic in the belief that there will be a good spring business.

Flooring manufacturers report a fair demand, but not enough to keep their plants fully occupied, and there is a growing accumulation of both oak and maple flooring in the warehouses of the factories.

Mahogany and other foreign wood trade remain normal with no change in the situation either in quantity of sale or price.

The business in both the carriage woodwork and handle lines is slack and prices are ranging low.

There is a fair demand for veneers and panels, with no marked change in the range of values being obtained for this line of product.

On the whole, there is nothing alarming in the situation, and there is good evidence that the hardwood business will show a decided improvement in both volume and prices as the spring advances.

Unsatisfactory Inspection Methods

As it is the province of the trade press to recite both news and opinions pertaining to the lumber industry, it may be noted that at the recent meeting of the National Wholesale Lumber Dealers' Association at Washington, a member of prominence, character and standing in the trade, during the debate on hardwood inspection affairs, gave utterance to strictures on the present unsatisfactory situation surrounding hardwood inspection that should cause a blush of shame to mantle the cheek of every man connected with the trade. This speaker came very near saying that under the present interpretation and handling of hardwood inspection affairs, it was practically impossible for a man to be engaged in the hardwood industry and be honest.

Notwithstanding the fact that there were at least fifty hardwood manufacturers and jobbers present when this discussion took place, there was not even one who had the temerity to defend the present hardwood inspection situation.

At a recent meeting of the Michigan Hardwood Manufacturers' Association, a foremost manufacturer gave a specific citation of the irregular practices prevailing in the inspection and marketing of hardwoods. No one present denied the allegations.

Undeniably ninety per cent of hardwood manufacturers, jobbers and wholesale consumers would welcome any movement which would tend to the unification of hardwood inspection into a single system, but in spite of this almost universal feeling there is a small dominant element that resists any effort towards this result.

The situation has grown to be a scandal in the trade and the sooner it is remedied the better for the integrity, prosperity and well-being of the industry.

The National Wholesale Lumber Dealers' Association heretofore and at the present time stands in the middle of the road between the two big hardwood lumber organizations, and it is to be hoped that its plan now being inaugurated, of making one more attempt to get these two organizations to agree to a uniform and simple basis of inspection, will be fruitful of success.

The Lumber Sales Managers' Association

The officers and directors of the newly organized Lumber Sales Managers' Association are busily engaged in securing membership and consequent funds to organize and start out a campaign of work outlined. It is believed by those most actively interested in the movement that the association will build up a membership of at least one thousand, and if even one-half this number can be secured, the association will certainly become a power for good in the lumber trade.

The spirit of the convention as voiced by one of the members is that in the association there is no idea, ability or interest to attempt to regulate or control prices. It is contended that that is a matter which belongs to each individual firm. There is no disposition to attempt to dominate specific methods or rules of inspection, but to urge a unification of current regulations of this sort. It is further urged that the idea that supply and demand regulate the price for lumber in the present situation of trade conditions is erroneous. What one gets for his lumber is simply what his misinformed competitor who guesses at timber supply, dry lumber supply, cost of production and market conditions lets him get for it. The unintelligent competitor regulates what shall be received for lumber products.

As so far outlined, the general aim of the association is a policy of education and interchange of information.

L. W. Crow of Mears Slayton Lumber Company, 1237 Belmont avenue, Chicago, Ill., is the temporary secretary of the organization, and to him should be addressed applications for membership.

A meeting of the officers and directors of the organization will be held within a few days to outline definite plans of work, and a general meeting of the association will be called for not later than May 1.

Important Lumber Association Conference

The nineteenth annual meeting of the National Wholesale Lumber Dealers' Association, held at Washington, D. C., last week, was one of the most important meetings held by lumbermen in a long time. The accomplishments of this organization are both worthy and specific in results. During the last few years of its existence, it has accomplished more for the betterment of trade conditions, notably in the East, than was ever deemed possible. From chaotic conditions of trade relations, with constant arguments and rows involved, it has succeeded in placating every element of the manufacturing, wholesaling and consuming trade into a universal understanding of the just relations between all elements of the industry. Today every member of the association is working in perfect harmony with the retail trade and with the wholesale consumers in the territory covered by the organization. There is peace and harmony from start to finish.

The association through its credit bureau has established a wonderfully comprehensive and accurate trade report system, and has saved and is constantly saving its members thousands of dollars.

In its collection department it is doing famous work, and in its railroad claim department, it is doing equally efficient service for its members.

These items are but a few of the specific and praiseworthy results being accomplished by this splendidly organized and conducted institution.

In commenting on this association, extraordinary credit must be given to the painstaking, systematic, faithful and energetic work which has been carried on under the direction of the association's officers and board of trustees by Secretary Eugene F. Perry. He is a most capable man in his line of work and no other lumber association secretary has ever accomplished more for the good of the trade than has been done by him.

The Key-Stone

THERE is a structure which every institution builds for itself. It is called character, and every act is a stone in this structure.

An institution, in order to have a good character, must think honesty, act honesty, breathe honesty. The people soon determine between the genuine and the counterfeit. They know the ring of the true metal and the base.

—*L. M. Jones*

Attack on the Forest Service

It will be noted in the report of the meeting of the National Wholesale Lumber Dealers' Association that Gifford Pinchot called the attention of the members to two amendments that had just passed the Senate, one providing that all land upon which there is growing less than four thousand feet of merchantable timber should be excluded from the national forests, and the second that the Forest Service should be prohibited from interfering with mining claimants on government reservations that did not include merchantable timber.

Mr. Pinchot made a vigorous address in which he said that the first amendment would practically destroy the usefulness of the Forest Service in handling the government's property, and the second would open the forests to fraudulent mining claimants. The association put in a vigorous protest to the president and to Congress, as a result of which both amendments were defeated.

Thus it has transpired that another attack of the enemies of the Forest Service has come to naught.

The Mahogany Position

A prominent English timber merchant, when interviewed by the British Timber Trade Journal, said that the mahogany market was never in a better or sounder condition than at present and that it will continue so. He argued that the producers have come to realize their real position, that they cannot continue doing business at a loss, which he claims has been done in the past. The gentleman states that some of the prudent shippers have reduced their output as much as fifty per cent, which action was necessary to enable them to show a profit on their production. As an instance of the inadvisability of a large production and little or no profit, he cited a case as it exists today in the mahogany business, claiming that this branch of the lumber trade requires more money to handle than any other. Greater risks have to be faced, as operators are dependent upon nature for getting their wood out. There is always the fear of insufficient rain or of too much rain, with consequent loss. In the first case an enormous loss is entailed. There are now in the creeks at Belize millions of feet of mahogany which cannot be gotten out until next year. The owners will have to bear a loss of approximately thirty

per cent due to deterioration caused by splitting and the attacks of the teredo.

The actual cost of operating is at least thirty per cent higher in Central America, Mexico and Africa than it was ten years ago, for the simple reason that food is fully fifty per cent higher in cost, and that wages have increased. Furthermore, the supply of trees is much more inaccessible and, as a consequence, a far greater cost is entailed in cutting and hauling logs than formerly. It is estimated that this extra cost amounts to fully $25 a thousand feet. The operators often have to haul their logs over a distance as long as fifteen miles and when it is considered that sixteen to eighteen head of cattle are required to haul one log, the expense can be more readily comprehended. But notwithstanding the extra cost of production, the lumber has been selling up to recently at less than ten years ago. The gentleman's point seems to be well taken.

Shippers Granted Legal Right to Specify Routing

A recent ruling of the St. Louis Court of Appeals should have a far-reaching and lasting effect upon the much discussed question as to the right of a shipper to designate beyond the lines of the original carrier, as to the routing of his shipment. This question has been in a highly unsettled state for years and has caused any amount of trouble and litigation. The decision of the Court of Appeals was first rendered by the lower courts and is as follows:

"The right of a carrier who accepts goods for transportation over connecting lines, and figures a bill of lading, specifying therein a certain routing beyond its own line, to disregard the said specified routing, is denied, notwithstanding the printed portion of the bill of lading specified that the initial carrier would not be liable for loss accruing beyond its own lines."

The case in question was in the nature of a test case and has been strenuously fought by the railroads since its beginning. It contains testimony which will prove exceedingly interesting in the ultimate solution of this problem. The complainant was the Lord-Bushnell Company of Chicago, which concern purchased from a Texas company a car of lumber which was delivered by the seller to the T. & N. O. at Hyatt, Tex., under the following bill of lading:

"From J. S. & W. M. Rice, Hyatt, Tex., deliver to Lord & Bushnell Company at Chicago, Ill., via C., R. I. & P. at Kansas City."

The provision for delivery at Kansas City was entirely ignored by the railroad, which delivered via St. Joseph. When the company received notice that the car was in Chicago on the Rock Island, it had already made a sale of the same in Kansas City and, as a consequence, had to reconsign the car to that point at an additional freight charge of practically $100. The opinion of the court upholds the complainant in every point.

Weeks Reserve Bill Becomes Law

The much discussed and much opposed Appalachian reserve bill, fathered by Representative Weeks of Massachusetts, has at last been signed by President Taft and will become effective immediately. Several important conferences have already been held with a view to providing measures for immediately carrying out the provisions of this important legislation, and it is expected that the commission provided for in the bill will be in a position to begin active work soon after the adjournment of Congress. The commission will include two members of each house, secretaries of war and agriculture and the director of the geological survey.

It is proposed to send experts from the Forest Service and the geological survey into the field immediately. There is no definite locality specified in the bill where the land is to be acquired, but it is understood that the first action will be taken in the southern Appalachians and in the White Mountains. It has been estimated that the object of the bill, namely, the safeguarding of the headwaters of important streams originating in these mountains, can be accomplished by the acquisition of 5,000,000 acres of land in the Appalachians, and 1,000,000 acres in the White Mountains, for which it has been claimed the government must pay about $3.50 per acre for the former and $6 an acre for the latter. The policy probably will be first to take over cutover lands, as these can be bought much more readily than the timber sections, which will be acquired as the importance of action makes itself more manifest.

Something of a Jolt

With headquarters in the Monadnock building, Chicago, there is located a gentleman whose official title is "Commissioner," He has in charge the statistics and analysis of the affairs of the manufacturers of coffins, caskets, dining tables, parlor tables, etc., and is not afraid to get after his clients on any and all subjects which he thinks would be for the betterment of the various industries that he represents. If he really issued the card in connection with his business that he should, it would read:

M. WULPI,
Dealer in
BRASS TACK FACTS AND AIRY PERSIFLAGE.
CHICAGO.

Here is a specimen of one of his "jolts" to his clients:

Circular No. 31-Joint.

SOME MANUFACTURERS' ENTERPRISES VS. GEESE FARMS.

To Members, Gentlemen:

The glowing visions of profits held out by promoters of new casket and furniture plants reminds the writer of the famous goose farm you may have heard about. It was an enterprise that was figured as follows:

Stockholders necessary, three. One hundred dollars share of stock each.

Entire stock invested in purchase of geese at $1 per; making a total of 300 geese.

No salary to be paid to officers or directors.

No expenditures for promotion or good will.

Every cent to go into stock (geese).

Each goose to lay three eggs per week. Three hundred geese equals 46,800 eggs per year.

Three years equals 140,400 eggs, all to be incubated and hatched.

Allowing 40,400 bad eggs, result 100,000 live geese for

Market Results

3 pounds feathers per goose, 300,000 pounds, at $1	$300,000
100,000 pair goose livers at 60 cents	60,000
Two buttons per goose bill at 1 cent	2,000
100,000 dressed geese at $1.50	150,000
Total income	$512,000
Estimated operating expense	$172,000
Original capital invested	300
	$172,300
Total profit	$339,700

Profit per share $113,255.33, or 37,744 per cent.

I fear that some established plants are operating on lines almost as senseless as these.

It is remarkable the amount of money there is invested in the casket and furniture manufacturing business that is being operated with but little knowledge of conditions; and what is more lamentable, little desire to know conditions. Someone has said "Know thyself." How true this admonition is.

Respectfully,
M. Wulpi, Commissioner.

The satire involved in this circular is just as apropos to a lot of direct and indirect enterprises engaged in by the hardwood lumber fraternity as it is to the manufacturers of caskets and furniture. It covers the general line of schemes from eucalyptus promotion to the establishment of new coffin factories where none are needed, and which have no earthly show of commercial success.

Exit Ballinger

As a satirical paragrapher says—"Ballinger has, but is not resigned."

It has taken a long time for the president and ex-secretary to awaken to the fact that the latter was an undesirable member of the cabinet, and despite Mr. Taft's unshaken confidence in the ex-secretary, the latter's connection with the administration has become too heavy a load to carry further. It is a good thing that Mr. Ballinger has at last stepped out and there is a belief that his successor, Walter L. Fisher of Chicago, will be an acceptable appointee.

On conservation the new secretary swings far from his predecessor. He is a friend of Pinchot, Roosevelt and Garfield. It is noteworthy that, unlike his predecessor, he is not of a crusading type. His work in life has not been to arouse men to great dreams of splendid visions, but it has been to make such dreams practical, efficient and useful in daily life. It seems as though Mr. Fisher might become a most logical secretary of the interior department.

Mr. Fisher has the reputation of being a cool, able, right-minded man, thoroughly fitted to meet the demands of the president and the people. He has shown evidence of his fitness to make conservation a going concern by working out a logical plan that he presented at the last convention of the American Conservation Congress. Another quality possessed by the new incumbent is personal integrity.

Evolution in Hardwood Requirements

As is known to the advertising patrons of HARDWOOD RECORD, this publication for some years has supplied its lumber advertisers with a bulletin service involving the names of the chief consumers of hardwood lumber throughout the United States, together with the names of the lumber buyers and the annual requirements of each concern by quantity, kind, grade and thickness of lumber, and also showing their requirements for veneers, panels and dimension material.

This roster of information has grown year by year, as it is constantly supplemented by correction bulletins concerning new concerns, the elimination of houses that have gone out of business or that have been consolidated with others, and the changes that have been introduced in lumber requirements.

Since the first of the year a clerical force has been busily engaged in correcting this service to date, and the result is a bulletin of changes involving more than a hundred pages that will go into the mails to RECORD advertising patrons within a few days.

Lumber manufacturers scarcely realize the wonderful evolution that is constantly taking place, both in the personnel of various remanufacturing houses and in the hardwood requirements. It is safe to say that in the matter of the change of ownership of houses employing hardwoods there are changes of at least ten per cent per annum, and in requirements of hardwoods the substitution of one wood for another involves thousands of changes each year. These changes come very rapidly, and it is only by dint of the utmost diligence that the RECORD is able to keep its service up-to-date.

Among the marked changes in requirements for 1911, of greatest importance is the substitution of red gum for many other varieties of wood, and next in order is a wonderful increase in the number of buyers of hard maple and red birch. Oak is among the few woods that does not show a decline in demand. Oak seems to be the standard for so many purposes that it not only holds its own but shows a slight gain.

This information service, as before noted, is kept absolutely up-to-date by the continuous attention and a vast correspondence that is conducted concerning it with wholesale consumers. It is regarded as an indispensable adjunct by the sales managers of the majority of hardwood concerns throughout the country.

The information involved gives salesmen the opportunity to know to a certainty the requirements of all kinds, grades and thicknesses of lumber employed by these various institutions, and thus it makes it possible for them to talk intelligently to the prospective customer on the subject of any variety, thickness or grade of lumber that the seller has to market.

For the convenience of patrons this service is put up in a four-drawer cabinet on a tabbed card system, which makes it possible for the sales department to make immediate reference. These cards are filed alphabetically by towns between state guide cards, and thus it is possible to refer to the buyers of any particular town in any state, or the buyers of any kind of wood in any and all localities.

This service is now employed by nearly three hundred of the leading hardwood manufacturing and jobbing houses of the country, and is confined strictly to advertising patrons of HARDWOOD RECORD.

A Revolution in Lumber Seasoning

In HARDWOOD RECORD of August 10, 1910, an article entitled "Common Sense as Applied to the Seasoning of Lumber" was printed, which has attracted wide attention. By request, this article is reproduced in this issue, and it is well worth the perusal of everyone interested in practical, efficient and economical production of lumber of any kind. The basic simplicity of the system of preparing lumber for quick seasoning appeals to the average manufacturer as well as the manifest economy promoted by the use of the system.

The albumen, tannic acid, starches, saccharine or other matter that is contained in the cellular structure of wood have no value in the ultimate use to which lumber is put. These liquid or semi-liquid substances simply contribute to tree growth and they have to be evaporated or expelled from the wood before it is suitable for use. In other words, all the ultimate value possessed by wood is the cellulous or wood fibre. In ordinary practice wood fibre dries out with reasonable promptness when lumber is piled in the air, but from the fact that the liquid matter contained in the cells is encased in an eggshell-like container, it takes a long time to dry out the cell contents.

The Kraetzer process described in the article in question simply means the placing of green lumber from the saw or partially dried lumber in a steam cylinder container, and the application of sufficient steam under pressure to explode or slit the cellular encasement.

Under ordinary drying practices the contents of wood cells dry out slowly and in drying the cells warp and twist the fibre with which it is intermingled. This causes warping, checking and splitting. A certain portion of the cells break down and the contents are released, which cause souring and staining of the wood.

The treatment of lumber by steam under pressure practically "kills" the propensity to stain, and as the cell structure is exploded, the contents are released, and the lumber is then in proper shape to be seasoned very promptly either in the air or by any kiln-drying process.

It is found that this preparatory way of treating lumber will permit its passage through dry-kilns to a dry stage in from one-third to one-half the time consumed in the drying of untreated lumber. It is found that the coloring matter of the woods is diffused only to the extent of uniforming the color, that the wood does not check, warp or stain, and that the shrinkage from dry kilning is practically nil.

The John Schroeder Lumber Company of Milwaukee, Wis., has employed this system in treating maple for its flooring factory for several years, and reports that it is possible for it to treat green maple by the Kraetzer process, kiln-dry it and deliver it in a thoroughly kiln-dried state to its flooring machines within thirty-six hours.

Since the article was written W. D. Young & Co., Bay City, Mich., have installed the Kraetzer system in connection with their sawmill. Maple, birch and beech lumber are delivered direct from the trimmers to the preparator, steamed and immediately transferred to the dry-kilns. This concern expects to deliver its maple and other hardwoods from the saw to its flooring machines in forty-eight hours.

The particular adaptability of the equipment for prompt and efficient service is based largely on the patented steam-tight door that can be opened and closed within a half minute's time. The cylinder is ten feet six inches in diameter and seventeen and one-half feet long, and will hold six thousand feet of lumber to a dry-kiln truck. It has a capacity of as high as twenty-five thousand feet per hour if needed.

W. D. Young & Co. anticipate an economy in drying lumber by this process that seems almost phenomenal. They figure that they will be able to entirely abandon their lumber yard, and what lumber does not go into flooring will be dead piled in sheds or loaded on cars. Mr. Young believes that he will be able to dispense with practically his entire yard crew of eighty-five men, and that beyond this saving there will be a manifest one in insurance, taxes and interest on investment.

The original publication of this article in question created wide interest, and The Kraetzer Company has already received orders for more than a dozen of its apparatuses. Others interested in seeing a demonstration of this system can reach The Kraetzer Company by addressing it in care of HARDWOOD RECORD.

It must be understood that this lumber treating process in no wise take the place of dry-kilns. It simply prepares the lumber in a logical way for prompt seasoning in the air or through dry-kilns. Ordinary lumber that is treated by this process will dry out in fair shipping shape in cross-pile within thirty days, and the time of the kiln that will season lumber in a week is reduced to two or three days. Some varieties of lumber can be kiln-dried in from twenty-four to thirty-six hours, while others require a longer time.

It is certainly a very interesting and almost revolutionary system, but from all evidence that has been developed by the experimental plant owned by Mr. Kraetzer at South Chicago, by the large amount of lumber successfully handled by it at Milwaukee, and the initial work of the apparatus at Bay City, it is believed that it is an absolutely sane, efficient and economical system of lumber treatment.

Pert, Pertinent and Impertinent

The God of the Men Who Do Things

The cause is all, and the triumph naught
  To the God of the men who do things.
He scorns the "Don't" and leaves the "Ought,"
  This God of the men who do things.
He has one motive and only one,
He loves things doing and loves things done,
As all His battles are fought and won,
  The God of the men who do things.

He knows high purpose, He works things out,
  The God of the men who do things.
Though the lazy lie and the righteous scout,
  This God of the men who do things
He cares not a whit for the common mould,
He burns the dross to refine the gold,
He cannot be bought, He cannot be sold,
  The God of the men who do things.

He hates things weak, He loves things strong
  This God of the men who do things.
In soul or body, in right or wrong,
  This God of the men who do things.
He knows there is hope for the men who try,
He sees them fail and He sees them die,
For they will win to him, by and by,
  The God of the men who do things.

—Gerardus Post Herrick.

"La Notte"

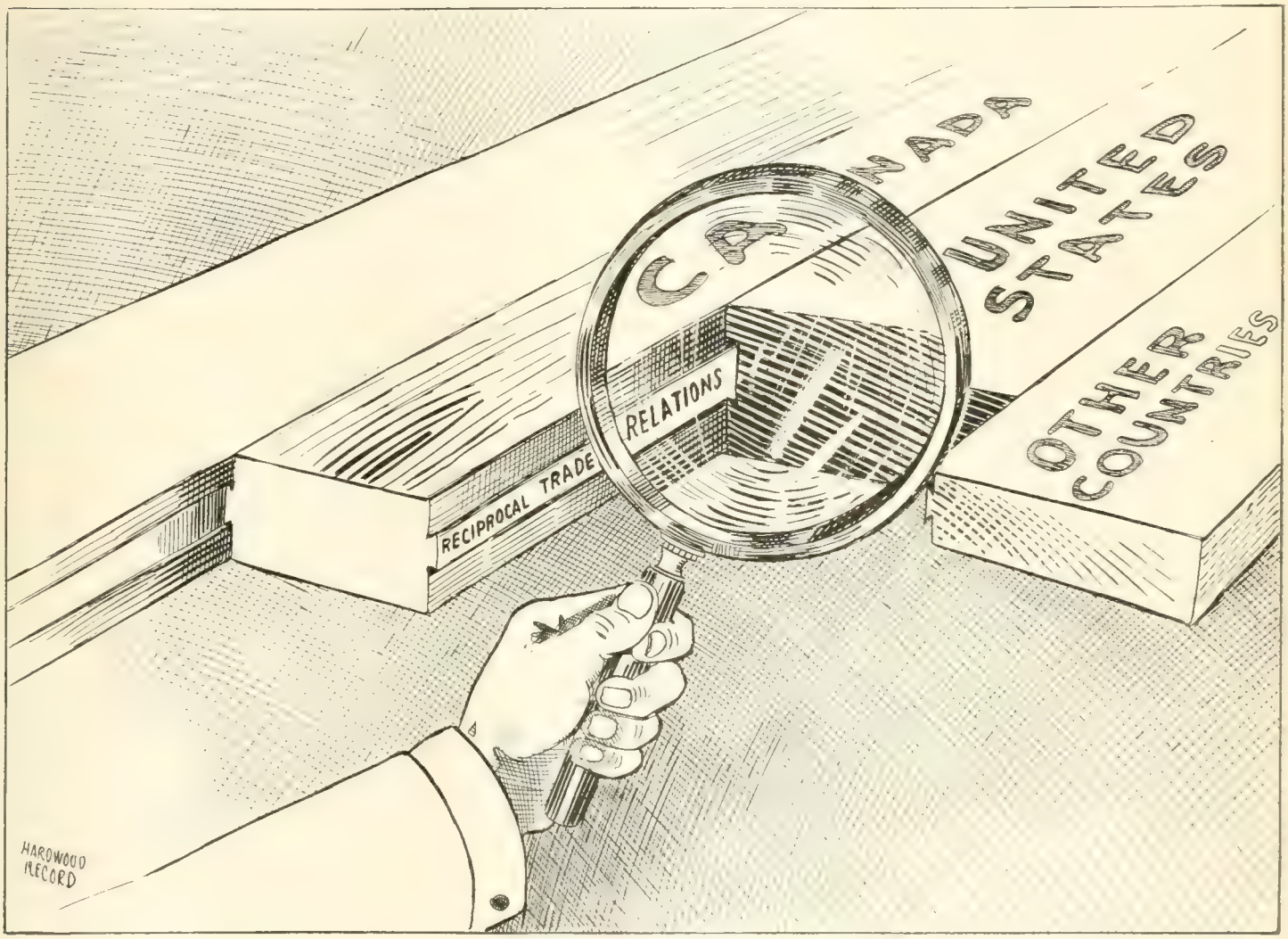
Is it night? And sits night at your pillow?
  Sits darkness about you like death?
Rolls darkness above like a billow,
  As drowning men catch in their breath?

Is it night, and deep night of dark errors,
  Of crosses, of pitfalls and bars?
Then lift up your face from your terrors,
  For Heaven alone holds the stars!

—Joaquin Miller.

Two things are wanted by the true man—danger and play. Therefore, he seeketh woman as the most dangerous plaything.—Nietzsche.

Following the Linderman System



It's a good scheme.

Chance to Rise

I was visiting a California turkey farm last month and a boy applied for a job.

"Your references are all good. I will try you," said the farmer.

"Is there any chance to rise?" said the boy.

"Yes," said the farmer. "A grand chance. You rise every morning at 4 o'clock."

He Agreed

"I consider your wife a woman of excellent taste."

"So do I," replied Jinx, looking in the mirror and smiling approval at himself.—Houston Post.

Would Walk When He Slept

"So you want to get on the police force," asked the man at the desk at the New York police headquarters.

"Yes, sir."

"And what qualifications have you?"

"I'm a somnambulist, sir," Yonkers States man.

Sized Up

The mule, being in a temper, kicked a few boards out of the side of the barn.

"One of those fresh air cranks," commented the horse to itself.—Buffalo Express.

An Honest Avowal

"I don't know whether I like that young man's frankness or not," remarked the business man.

"What did he say?"

"I asked him if he enjoyed work and he said no, but he would do it for the sake of the wages."—Washington Star.

A small package—any man who is wrapped up in himself.

Some men go to their graves without discovering that they were not as important as they thought they were.

Builders of Lumber History

NUMBER XCIV

FRED RAYMOND BABCOCK

See Portrait Supplement.

Fred R. Babcock was born at Fulton, Oswego county, New York, April 16, 1865, of good old-fashioned Yankee parentage. He was reared on a farm and at the age of twenty-two made his first venture in commercial pursuits by becoming a general utility man for a cotton manufacturing institution at Providence, R. I. In 1888 he went to Bay City, Mich., at the suggestion of his brother, E. V. Babcock, where he became an employe at one dollar and twenty-five cents a day, of Ross, Bradley & Co., white pine factors of that city. He served an apprenticeship and gained a practical knowledge of the lumber business at that place, filling various positions from lumber pile to shipper. In 1890 he joined the firm of Switzer & Eastwood, jobbers in white pine at West Bay City, Mich., as inspector and shipper, and some months later was sent to Pittsburg to assist his brother in selling lumber for that firm.

About this time he and his brother, E. V. Babcock, organized the lumber jobbing house at Pittsburg of E. V. Babcock & Co., and from the day of its inception the business was a success. Since that time Mr. Babcock, in connection with his brothers, E. V. and Oscar, has grown in lumber affairs by leaps and bounds, until today the brothers are at the head of a half dozen important lumber manufacturing and jobbing houses, and are among the largest stumpage owners of the United States in Pennsylvania, West Virginia, Tennessee and Georgia.

Mr. Babcock's elder brother has been at the head of the manufacturing end of the business, and upon F. R. Babcock has devolved the marketing of a quantity of hemlock, spruce, yellow pine and hardwoods that would be appalling to the average man. He has developed lumber salesmanship into a science, and from no institution in this country is the sales end of a business carried on in a more forceful and satisfactory way than is handled by this man. It is not necessary to go into details of the wonderful growth of F. R. Babcock and his brothers in lumber enterprises. Suffice to say that the joint efforts represent one of the largest lumber manufacturing and sales institutions in this country.

Mr. Babcock is a staunch association man; a thorough believer in mutual education of the trade for the elimination of unintelligent competition, and for everything that tends to the highest standing and integrity of the industry. For some years he was president of the Pittsburg Lumber Dealers' Association. For several years he was also a director of the National Wholesale Lumber Dealers' Association, and for the past few years he has been successively second and first vice-president of this organization. Now it has come about that by unanimous choice of the association, he has become its president. In addition to his active participation in lumber affairs, Mr. Babcock is a broad-gauged business man with allied interests in banking and other enterprises.

Mr. Babcock was married in 1895 to Miss Frances St. Ledger Jacobs of Charleston, W. Va., and a stalwart and handsome duo of boys has blessed the union.

In club and social affairs Mr. Babcock is a leader in the great metropolis of Pittsburg. In appearance he is a man of youthful features and stalwart proportions. He is an indefatigable and intelligent worker. His manner is a personification of cordiality and friendliness, and perhaps it is due to these attributes more than any others that his success can be traced.

The HARDWOOD RECORD sincerely congratulates Mr. Babcock on his advancement to the position of dignity and trust that is represented by his unanimous election as president of that sterling lumber organization, the National Wholesale Lumber Dealers' Association, and it is with sincere pleasure that it presents to its readers his counterfeit presentment in the supplement of this issue.

Paper Birch of the Northeast and Its Utilization

While the paper birch of the Northeast *(Betula papyrifera)* is not, broadly stating, an important hardwood, nevertheless it is of considerable value locally, particularly in Maine, where it stands second in the amount of annual cut of hardwood. It is used exclusively for certain woodworking industries and there are certain lines of manufacture for which nothing else can be substituted. The annual cut of paper birch approximates 32,000,000 board feet, or 80,000 cords.

The most important industry dependent upon paper birch is spool manufacture, which uses annually about 43,000 cords. The spool mills are located throughout the birch regions. For the manufacture of this article the wood must be perfectly sound and free from red heart, coarse knots, mildew, stain or pith, which means that only the best grade of birch can be utilized, and there is a consequent large waste which is used mainly for fuel.

The green logs as cut in the woods are brought to the mill during the fall or winter, in four-foot lengths, and are first sawed lengthwise into squares. These squares are made four feet long whenever possible, and are of various dimensions, depending upon the size of the spool to be manufactured. They must be sawed out before the first of June and preferably before the first of May, to prevent staining, as round logs with the bark on begin to stain as soon as warm weather sets in. Three-foot bolts will be stained their entire length by the middle of June, and soon after white streaks begin to appear in the wood and it loses its strength. It has been demonstrated that the best results are obtained by sawing the wood while it is frozen. Clear white stock of the best quality yields a thousand board feet of spool bars for every two cords of round logs, though the average is two and a half to three cords per thousand feet.

Immediately after sawing, the green bars are stacked in piles out of doors but under cover, where they are allowed to air dry for several months. Before using they are put in a dry-kiln for still further seasoning, as it is absolutely necessary to guard against any change in size or shape of the finished article.

The general process of manufacture of the bars into spools is about the same for the different mills. They are first cut into short pieces, the exact length of the spool desired, which are then turned on a lathe to the required shape. In many cases the process is entirely automatic, and the spools are turned out at the rate of one a second. After turning, the spool must be smoothed off carefully, which is accomplished by rolling the spools together with several balls of wax or paraffine in a large hollow cylinder for about an hour or more.

The largest spools are made in three pieces, the cylindrical piece several inches long, threaded at each end, serving as the body.

Many substitutes of paper birch have been tried in the manufacture of spools, but so far none have proven wholly successful. Pulp is used to some extent, particularly for large spools, which have also been made with pine. Sawdust, compressed by hydraulic pressure, has been tried, but is very heavy and unsatisfactory in other respects. Other woods which have been experimented on have all proven wanting as compared with paper birch. One of the most favorable features of this wood is the fact that it does not quickly dull the turners' tools. Further, it is sure to "stand" well after seasoning.

While the spool manufacturers require only the white wood, the heart of the paper birch is very highly valued for the backs of brushes, because of its rich red color. As a consequence, what the spool manufacturer rejects, the brushmaker utilizes. Brush backs are made of various hardwoods such as ebony, black walnut, Circassian walnut, sweet birch, holly, rosewood, mahogany, etc., for the most expensive kind, while the cheaper articles are made of less valuable species of chestnut, beech, maple, basswood and cottonwood.



F. R. BABCOCK

PITTSBURG, PA.

PRESIDENT NATIONAL WHOLESALE LUMBER DEALERS ASSOCIATION.

Nineteenth Annual Wholesale Lumber Dealers' Association

The nineteenth annual meeting of the National Wholesale Lumber Dealers' Association was held at the New Willard hotel, Washington, D. C., on Wednesday and Thursday, March 1 and 2. The meeting called out a large proportion of the membership of this sterling organization, and was marked by unusual interest.

The reports presented covered the splendid work of the organization during the past year, and it is evident that the association has made very substantial progress in all the lines of work which it has undertaken.

The administration of Robert W. Higbie, president of the organization, has been very efficient, and it goes without saying that his successor, Fred R. Babcock, will carry on the work in a forceful and energetic manner to a highly successful issue.



R. W. HIGBIE, NEW YORK, N. Y., RETIRING PRESIDENT

The first session opened in the convention hall of the New Willard hotel at 11 a. m. on Wednesday, March 1. President Higbie introduced Gen. John A. Johnston, commissioner of the District of Columbia, who delivered an admirable address of welcome. The crux of his remarks was to the effect that Washington is the nation's city and every patriotic American should have as much interest in it as any resident of the city itself. He welcomed the members of the organization most cordially, and bespoke their continuing to hold their annual meetings in Washington.

Hon. John M. Woods of Cambridge, Mass., was called upon and made a brief response to the address of welcome in his usual pleasing and forceful way.

The meeting was then called to order and, on motion of F. S. Underhill, the roll-call of members was omitted.

On motion of E. V. Babcock the reading of the minutes of the last meeting was dispensed with.

President Higbie then delivered his annual address, as follows:

Address of the President

The history of another year has been written. The record is finished and the books are closed. A calm review of our condition will, I feel, show that the body of the association is full of vigor and health. The report of the treasurer will, I am sure, also show that, financially, we are prosperous. While the year has in no sense been a brilliant one and offers no opportunity for glorification, still the work has been prosecuted faithfully and with energy and with, I trust, such measure of success as that the results attained may be of some permanent benefit to our association. Our secretary has advised me that the routine work carried on and accomplished in the several regular departments will compare favorably with that of former years, and has shown the normal increase. Certain it is that a close personal contact for the past year with these various departments makes it both possible and easy for me to say that they are splendidly organized and fully equipped to serve our members and to perform the functions for which they were created. Indeed, it is not an extravagant statement to make that our Bureau of Information, our Collection department, and Railroad & Transportation Bureau, have no superiors, and few, if any, equals. So strongly has the work of these departments been impressed on me that I do not hesitate to say that no lumberman who is eligible to membership in this association can afford not to be a member. The small annual dues are as nothing when compared with the benefits to be received.

Aside from the regular daily routine work of the association, several matters of more than passing interest have received our attention. You will recall that there was held, during the year, a great conservation congress at Minneapolis, Minn. At this congress we were ably represented by three delegates, one of whom was the chairman of our forestry committee, and he will make full report to this convention concerning this congress and other matters which have received the attention of his committee.

In addition to the report of the forestry commitee, we will have the pleasure of listening to an address by Dr. Graves, forester of the United States, and I bespeak for him your attendance and attention.

While several matters have had the attention of the Railroad & Transportation Committee, there were two which were of more than usual importance. I refer, first, to the attempt on the part of the railroads to increase the minimum weight from 34,000 pounds to 40,000 pounds on carloads of lumber from certain points in the South to water competitive points in the North. That this attempt on the part of the railroads so to increase these minimum weights did not succeed was due to the direct efforts of our Railroad & Transportation Committee, working in conjunction with the manager of our Railroad & Transportation Bureau, and is a good illustration of the influence which our association is able to exert for the benefit of the whole lumber industry. This matter will be reported to you in detail in the regular report of the Railroad & Transportation Committee.

The second question of more than passing interest in the railroad world is the matter now pending before the Interstate Commerce Commission, referring to the proposed advance in all freight rates, and this is of so great importance that a few words at this time may be in order.

For several years many of the railroad officials have claimed that the necessity existed for a general advance in freight rates, but no step was taken to put these higher rates into effect until about fifteen months ago, when new tariffs were filed with the Interstate Commerce Commission. These new tariffs showed the advances to be most general, and consequently included higher rates on lumber from and to nearly all points. Immediately upon receipt of notice of these advances the officers of your association filed with the members of the Interstate Commerce Commission a protest, and asked to be heard at the proper time. Your president and secretary appeared before the commission on the first day appointed for the hearing, and at subsequent hearings your association was represented by the secretary and manager of the Railroad & Transportation Bureau. At the meeting of the trustees next following, this matter was laid before them for their consideration, together with a letter from the Shippers' association, which had been organized for the purpose of representing the interests of all shippers at the hearings to be held before the Interstate Commerce Commission. It was also learned that the members of the Interstate Commerce Commission had ruled that because it would be manifestly impossible for them to hear arguments for and against the necessity of the proposed advance in rates on each individual commodity, evidence and argument would for the time being be limited to the one general proposition, namely: Are the railroads entitled to an advance in freight rates at this time?

After full consideration it was the unanimous opinion of your Board of Trustees that the interests of our members would be best and fully protected by joining with the Association of Shippers above referred to, and entrusting their general counsel to represent our interests.

That our confidence in the general counsel of the Shippers' association was not misplaced is amply justified by the sweeping decision which was handed down by the Interstate Commerce Commission last Thursday. The members of this commission, after most exhaustive hearings, covering every possible phase of this question, have unanimously decided that the railroads are not at this time, upon the evidence submitted, entitled to make any advances in their rates. You will, of course, understand that an appeal from the decision of the Interstate Commerce Commission may be taken by the railroad officials to the newly organized commerce court, and while I have no information on this subject, I have no doubt that such an appeal will be taken. In that event the question will naturally be limited again to the one general proposition upon which the Interstate Commerce [illegible] time?"



F. E. PARKER, SAGINAW, MICH., FIRST VICE-PRESIDENT

I would suggest, therefore, in view of the fact that the appeal will refer only to the general proposition, that your Board of Trustees be authorized and empowered to act in this matter [illegible] and I so recommend.

I am also glad to be able to announce that W. W. Finley, president of the Southern Railway Company, has accepted an invitation to be with us this afternoon and address us. Mr. Finley needs neither introduction nor commendation; he is one of the great railway presidents, and his address should command a full attendance.

The question of hardwood inspection seems to [illegible] much consideration, carried on through several years, our association had adopted as its principle a belief in universal hardwood inspection. There has been no reason or argument advanced during the past year whereby this association should change its policy on this question. There has, however, been one decided and important change in the aspect of this inspection matter [illegible]

[illegible] hardwood inspection [illegible] we had a year [illegible] does not however [illegible] which the elimination. Previous to the elimination of this third set of rules there were, in addition to the three sets of rules, two principles; for this third set of rules, which is [illegible] which had been formulated and adopted by the buyers of lumber. For good and sufficient reasons the associations which had formulated and adopted these rules would have seen fit to adopt one of the two sets of rules which were formulated and promulgated by the sellers of lumber; so that today, while we have two sets of hardwood rules, they are both rules which originated with the sellers of lumber. This, you must admit, is a long step in the right direction. These two sets of rules do not differ in principle at all, but only in some of the details, and while they are fostered and applied by two different organizations, acting entirely independently and separately of each other, the fact remains that we have today more nearly a universal hardwood inspection than ever before.

I am neither a prophet nor the son of a prophet. I do not care to express any opinion as to whether or not the time will come when these two sets of rules now existing may be amalgamated into one set. I am simply content with saying that such a consummation is devoutly to be wished.

No matter how careful men are, it seems to be impossible to avoid differences of opinion over business transactions. In order that these differences may be adjusted quickly, fairly amicably and with little expense, our association has, among its standing committees, the committee on arbitration. That the work of this committee is appreciated by our members is shown by the fact that, although the services of this committee have been often sought, it has been necessary in only one instance, so far as I am able to learn, to institute legal proceedings to enforce a decision of the committee. This suit is now pending. This does not necessarily mean that the decisions have always been pleasing and satisfactory to both parties to an arbitration, for so long as men are human this would be impossible; but it does mean that our members are both glad and willing to have their differences passed upon by experts and adjusted by friendly and experienced men in whom we all have confidence.

I might add that I have never heard of a lawsuit between any two or more of our members. This speaks volumes for the esteem in which the principle of arbitration is held by us all.

May I ask your indulgence while we consider for a moment the pending reciprocity treaty between this country and Canada? The terms of this treaty provide, among other things, that Canadian lumber will be admitted free of all duties. Should the treaty be ratified the inevitable result will be a large increase in the importations of the low grades of white pine and certain kinds of hardwoods. Any substantial increase in the supply of these kinds and grades of lumber must of necessity add to the burdens and problems of the manufacturers of lumber and make the prices for these kinds of lumber, already too low, yet lower. This simply means that the already enormous waste in our forests will be materially increased, for the prices of the common grades of lumber are now so low that the lumbermen are barely able to market them at all.

One of the cardinal principles of our national conservation policy is that the forests must be conserved; yet the provisions of this treaty would seem to be such as that our forest waste must be enormously increased.

It is not my purpose to enter into any long discussion on this treaty at this time, but the questions which arise from a study of it are ones which tend not to increase either our peace of mind or our optimism for the future.

The principle of reciprocity we all favor. Everybody wants to promote close and friendly relations with our friends on the north, but is it quite right that a few industries should be singled out and asked to pay the price that this treaty demands? Is it quite in accord with the American spirit of "fair play" that a few people should be asked to bear all the burdens which this treaty will bring? Would it not be better to distribute the burdens as well as the benefits of this treaty, so that all our people would be treated fairly and, as nearly as may be, equal?

For several years the officers and committees on marine and coastwise insurance have believed that an association similar to those which now exist in Cleveland, Ohio, and Norfolk, Va., could profitably be formed for the benefit of those of our members who have occasion to buy this kind of insurance. Up to the present it has not seemed possible to effect the organization of such an association, but the necessity for such an association is just as great today as it ever has been, and it would seem as though some plan should be possible whereby such an association could be formed. The benefits to be derived are certainly very great, if we can judge by the experiences of the ones above referred to, and the reports of the committees to be submitted for your consideration are respectfully called to your careful attention.

The task set for the special Membership Committee has not been an easy one this year. The condition of the lumber business in certain parts of the country has been far from satisfactory, with the result that the number of withdrawals from our association during the past year has been larger than ever before; but, on the other hand, in only two other years out of the nineteen of our existence has the number of new members admitted been so great. The result is a small gain in our members. That our special Membership Committee has been able to make such a satisfactory showing in the face of such adverse business conditions, speaks emphatically for their loyalty and industry, and I wish specially to commend the work of this committee and of our members who have assisted to bring about this result.

It is very gratifying to be able to report that each year shows an increased membership, but this is no reason for any let-up in our efforts to grow. Constant growth is a sign of health and strength. We have today a membership of about 400. While this is a goodly number, there are, I believe, at least 100 eligible and desirable lumbermen not now members who have under consideration the question of making application for membership in our association. With a general improvement in business conditions, which now seems imminent, it will be much easier for our special Membership Committee to do effective work, and if every member of our association would appoint himself a member of this committee, I firmly believe that we could bring our total up to 500 a year hence.

This matter is respectfully called to your attention and your careful consideration and active cooperation is asked for.

It is a pleasure for me to welcome to this convention the delegates from our sister associations. The relations existing between our association and all other similar associations are of the friendliest kind, and I know that I voice the sentiments of all the members of our association when I express the wish that the present pleasant relations may long continue.

In closing I feel that I want to thank the secretary and all of his office assistants, as well as all the members, for their cordial co-operation in carrying on the work during the past year. It has been a pleasure for me to work with you and them and at no time have I failed to receive proper response to such requests as I have had occasion to make.

Respectfully submitted,

ROBERT W. HIGBY, President.



N. H. WALCOTT, PROVIDENCE, R. I., SECOND VICE PRESIDENT

Following the president's address, the secretary read his annual report as follows:

Secretary's Report

In reading this report we are somewhat influenced by the fact that the past year has been a difficult and trying period for the officers and working forces of this association, because it is a fact that when trade is poor, or even only normal, the demand for information and co-operation increases. In this truism there is conclusive evidence that trade conditions have not been A1 during the past year.

It may not be expected that I should give anything more than a secretary's report but I believe that in giving it, it is my prerogative to place before you such practical suggestions as may have come to me while occupying my position as secretary. It has been said that "The source of our profits and losses is mainly in the problem of personal relationships."

The conducting of the wholesale lumber business of fifty years ago is so radically different from the methods as used by the wholesale firm in business today, that all I may have to present I believe is pertinent to the fact that this association must use its best endeavors to keep pace with, and present to its members each day in the year all the personal information that it is possible to secure plus such general information as may interest us, and in such manner as well enlighten each, and enable each to occupy the field with the greatest possible efficiency.

It must be admitted by all that individual effort could never have brought about the present economic methods of marketing lumber and which is the result of persistent and intelligent effort on the part of our association working with others during the past several years, and which has resulted in so sharply defining the channels in which lumber must be handled, as to proper credits, proper manufacturing, grading, etc., and—not the least important—the question of what is the right trade to sell to.

This latter has been so carefully worked out and so clearly defined by trade relation confer-



FREDERICK W. COLE, NEW YORK, N. Y., TREASURER

ences that the question is now almost never asked by our members,—in fact, the principles have forced themselves far beyond the limits of our own membership and away beyond the fondest hopes of the framers of the once much despised Boston Agreement which, while in effect only a short term of years, helped to formulate a system of trade ethics which have led to a great economic saving in the distribution of our lumber products, and is so recognized by those who have been interested enough to study these problems.

Standards of business are very much alike and trade advantages are being minimized constantly by that bond of reciprocity which is sure protection. Our associations have drifted from blacklists—(never really effective)—toward a fair list, and toward economic principles; and because of our mutual interests and broad views it has been one of the principles of this association to make a natural channel for righting the recognized wrongs of the lumber business. Many other associations have been organized primarily for the purpose of making money and adding to the individual wealth of the members. It is a source of great pride to be able to say that this association has been broad enough, and big enough, and fair enough, to look beyond the individual member and include in its work all those with whom we have business relations.

In the past year much has been said by the press—the information apparently issuing from certain departments of the government—regarding a so-called "lumber trust," but little has been given us in the way of real information, although much may be under cover with which [illegible] of us are acquainted. It is our opinion,

however, that we need never fear any real "lumber trust."

Our association, for the past several weeks, has been undergoing a pretty severe examination by men representing the government, and they apparently have been very much interested in reading through our letter files and reports. It is hoped that the information and suggestions which they will eventually give to the public as a result of these investigations will help us to continue to even more intelligently conduct this organization on the broad, high plane upon which it has been conducted since its inception eighteen years ago.

It has been stated on the best of authority that the details of the manufacture of lumber in every essential have changed more during the past ten years than during its entire history, partly caused by the discoveries of new processes of cement manufacture, and by the more extended use of iron because it is cheaper, and by many other substitutes for wood, and because of the saving in the manufacture of lumber. It seems that this statement is well founded, and, as someone has also prophetically said, "While we lumbermen are nearer to knowing what we are doing than ever before, we are approaching it so gradually that by the time we are perfect in this knowledge, the surplus lumber supply of the United States will have become well nigh exhausted."

The recent statement of the government as to the amount of standing timber in the United States does not bear out the latter part of this statement, but it must be conceded that effort is constantly being made for a more diversified use



E. F. PERRY, NEW YORK, N. Y., SECRETARY

for all of our lumber products. Therefore, this wider use of lumber, although with not a very considerable increase in the amount, causes the wholesaler and distributor to use his best efforts to dispose of, at a profit, the entire product, much of which was formerly wasted. All of this opens up a wider credit field, a wider traffic field, and the necessity for a close application to good manufacturing, and a broader field of trade relations.

It is my belief that our association has a great future before it, because of the centering in its offices of those advanced thoughts and plans of its many members, and which never can be carried out by the individual working alone. In all of the various lines of the work of our association its individual members have had no small part, and as the work accumulates with us we must prepare ourselves to accept the duties imposed upon us.

I hardly believe it necessary to attempt to specialize or itemize the general work of our association for the past year. The voluminous correspondence with our members, the gratuitous information sent you day after day, and all the other general information that is constantly being distributed to you, is a better report than anything that I may say, much of which would of necessity be only a repetition of what has been told you in former reports by me. Those of you who have visited our offices in the past year will bear me out in the statement that we have a well equipped office to handle the regular association work. The number of visitors is constantly increasing; our force has also increased to four heads of departments and nine stenographers, and three office helpers, and using for our work exclusively eight separate rooms.

A word about committees and the result of their work in general: It is each year difficult to induce members of this association to serve on committees. Not always are committees called upon to do much work, although at times some committees are overworked, but I believe it is the duty of every member of this association to always stand ready to serve and thereby support the president and the Board of Trustees by accepting such positions as you are asked to fill, not only on permanent committees, but on special committees for special work from time to time.

From my point of view, this association is to be congratulated upon its ability, through its members, committees and officers, to keep up to the times and to meet the demands made upon it. Associations, federations and organizations of all kinds appeal to us for advice, support and initiative constantly, and without a very lengthy report we cannot place before you the extent of the usefulness of this section of our association life.

MEMBERSHIP

Those of you who have been importuned to aid in increasing our membership will bear me out in the statement that it has probably been more difficult this year to get new members and sustain the present member with a possible increase over last year than in any other year, which is evidenced by the large number of resignations caused by retirements from business, failures, deaths, etc.; and while we come out only about even, we have added more new members than in any year with but two exceptions.

The figures are as follows:

ASSOCIATION

Members, March 1, 1910	392
New members	10
	402
Withdrawals	39
Members, March 1, 1911	393

BUREAU

Subscribers, March 1, 1910	208
New subscribers	14
	222
Withdrawals	11
Subscribers, March 1, 1911	211

The report of the Bureau of Information shows that it has also made a slight increase, all of which, to my mind, evidences the fact that our organization is in a stronger position today than at any previous time, and that it is being appreciated more and more by the lumbermen, and all in the face of the seeming attitude here in the city of Washington by a couple of the departments that all business should be done direct from the stump to the householder. Our own observation is, however, that lumbermen must get in line and keep informed as to the constantly changing conditions, all of which come about gradually, and which are each year making more necessary these organizations of trade.

The legal, or what is often called the collection, department of our association, has also proven the necessity of a specializing department which becomes skillful because of concentration of effort along definite lines, thereby bringing about prompt collections and settlement of disputes of all kinds without resort to the courts and the lawsuit, all of which is fully covered in the other reports.

I would also especially refer to various railroad matters. While some claims are now being made that the Interstate Commerce Commission is the mecca of all individual ills, it is pretty clearly proven that the experience and information disseminated by associations through the expert traffic man and the committee makes it possible for the individual to know what is being given to others. In the recent effort of a large number of people led by our association to have a proper adjustment of the 34,000-pound minimum to water competitive points, it is easy to believe that individual effort would never have brought about the proper adjustment. A recent meeting of traffic men which the writer attended in Chicago shows that conference and co-operation in the matter of traffic of all kinds is essential to bringing about a right adjustment of these questions which are so trying and expensive when confined to individual effort.

The traffic department of our association has been instrumental in helping to educate individual members in the proper method of handling their claims against railroads and in procuring from railroads such information and reparation as the individual is entitled to.

ARBITRATION

Our Arbitration Committee will give detailed statement of the special work done by that committee, and which work, by the way, is only referred to them after all effort in the office has failed to bring the parties together in amicably satisfactory adjustment. I feel, however, that the individual members of this association should seriously consider this question of arbitration to see whether it is possible to devise a scheme of arbitration which may always be relied upon to satisfactorily settle those controversies between lumbermen which have in the past given us so much concern. We find that many of our members fail to realize that arbitration must always carry with it two principles—justice and equity. Many fail to realize that little has been accomplished through lawsuits, but that much has been saved by arbitration. During the past several years efforts have been made to make arbitration compulsory as a trade ethic as between the lumber buyer and the lumber shipper. Other efforts have been made to outline a plan for a national lumber arbitration board. Nearly all associations in these days have a clause in their by-laws which makes arbitration practically compulsory. Our own by-laws provide this only as to members, and many seem unwilling to apply the principle unless they fail to see profit in a possible lawsuit. We have in the past years lost members because of unsatisfactory results of arbitration, but they have as yet failed to show where an arbitration decision rendered by any of our committees has been unfairly rendered. You have undoubtedly noticed that it is the policy of the office to conciliate and compromise rather than take you into the courts, or even to arbitration. Enough of our members, however, are always willing to apply to the courts whenever opportunity offers, and this causes us to present to you again the principle of arbitration and urge that it be made more of a feature, and I suggest that the next committee be requested to



W. W. SCHUPNER, NEW YORK, N. Y., DEPARTMENT MANAGER BUREAU OF INFORMATION

present the subject by letter to our members, with a view of increasing the usage as a well-defined principle, not only as between members, but as between our member and the customer, whoever it may be.

I bespeak for this association your continued interest and the cultivating of a stronger bond which shall be for the ultimate good of the lumber trade. I hope you will accept these statements and suggestions as my report as secretary, and add to it the actual work of the past year, for a complete record. This association has a record or history which cannot be increased or added to by mere reports. By its past works is it known and by its high principles of co-operation, which has brought it success, shall it live and prosper.

Right trade relations are the surest bond of peace and prosperity.

Respectfully submitted,

E. F. PERRY, Secretary.

P. E. Parker then submitted the report of the treasurer, which showed an unexpended balance on hand of $1,670, and also submitted the report of the audit and finance committee, which is herewith reproduced:

Report of Audit & Finance Committee

As customary in the last few years, we have had the books of the association audited by the Sydney P. Ward Audit Company, and we here

with enclose their certificate of audit, certifying [illegible] accounts.

Respectfully submitted,

HENRY CAPE, Chairman.

[illegible] F. Wells, [illegible] absence of Chairman Frost, read the report of the Board of [illegible] of the Bureau of Information, which follows:

Report of Board of Managers of Bureau of Information

[illegible] the work of the Bureau of Information for the year just closing and, by careful comparison with the work of several preceding years, your committee sees plainly the increased assistance and value of the bureau to its subscribers during the past year. Not that any particular changes in the plan or scope of its system has been attempted by either the Board of Managers or the superintendents, neither has the work been better handled than in former years. The careful and painstaking managers and superintendents during the whole eighteen years' existence of the bureau, we believe, shows a constant intelligent progressive development in the whole undertaking of credit reporting, until today the system of our Bureau of Information stands among the best credit specializing agencies in existence, but we feel that the comparison of figures shows increased benefits to our members in consequence of increased calls upon the bureau during a year



W. A. GILCHRIST, MEMPHIS, TENN., TRUSTEE

such as we have passed through when the matter of credits has needed the best thought and judgment of business men; the increased demand for reports and the apparent necessity for the most thorough and exhaustive information obtainable, has naturally broadened our field of work and brought into our files more valuable information for present and future use of our members than other years have done. In this report we will not incorporate statistical details more than to note that one year ago the bureau subscribers numbered 208; new subscribers [illegible], withdrawals by reason of changes, going out of business, etc., 11, bringing our present membership to 211. There are in our files at the present time over 28,000 reports, being a gain of practically 2,000 during the year; insurance carried on these reports remains as formerly, $18,000. Mr. Schupner, manager of the department, reports increasing numbers of financial statements being received from and others when asked for, which your committee regards as most encouraging, as it shows a growing willingness on the part of business concerns to properly and, usually, correctly state conditions, thus making the reports more dependable and, consequently, more valuable. We wish to compliment our members and others for their usually prompt and careful response to the bureau's request for information and opinions, for on these replies so much depends in the making up of reports.

We commend to you Mr. Schupner's report of the collection and legal departments, operated in connection with the Bureau of Information. This department is accomplishing most excellent results, as is evidenced by the continued growth and volume of business received and collected. There were received during the year 710 claims, an increase over the preceding year of 43 per cent, the same aggregating considerably over a quarter of a million dollars, and 64 per cent of this amount has been disposed of, which shows something of the importance of this department as a collection agency.

Regarding the matter of the published volume entitled "Lumber Legal Opinions," which all subscribers have received gratuitously, and of which extra copies may still be obtained at cost of publication, your committee might here state that the valuable information contained in this volume has been accumulating for five or six years past, a portion of which was previously issued in pamphlet form; some of the material submitted by our subscribers from their own attorneys, on questions of lumber law, added much to the value of the book. The collecting, properly publishing and indexing this volume, undertaken and accomplished so successfully by our superintendent and department manager, deserves most favorable comment, which this committee freely accords. Considerable correspondence has resulted from the publication of this book and the many letters on file testify to its value to the members.

It is the impression of this committee, despite the fact that the collection department has been quite prominently before the members of the association for some time past, there is a lack of familiarity and knowledge of its workings among quite a percentage of the members, and to such we would suggest a trial in way of a claim to be collected or a legal point to be decided; we feel sure that the results obtained would be highly satisfactory, as our bureau is in position to furnish the best expert legal advice in lumber cases and less cost for the service than is usually demanded by lawyers and other agencies. The feature of this department that we wish to emphasize is the peculiar advantage it possesses in accomplishing settlements in so many cases merely by well directed, consistent effort through correspondence and otherwise, and in all cases resorting to suit only when such efforts have failed.

We cannot too highly approve and sanction the admirable work of Superintendent Perry and the Department Manager, Mr. Schupner, whose efforts have so largely brought our Bureau and all its departments to its present high standard of efficiency.

Respectfully submitted,

WILLIAM G. FROST, Chairman.

W. W. Schupner, department manager of the Bureau of Information, made a report on behalf of that bureau, as follows:

Report of Superintendent of Bureau of Information

A review of this department's work the past year would largely reiterate former reports, because the bureau, in its efforts to progress and meet changed conditions, has continued along the lines and principles laid down by its founders when the bureau was first established. Each year seems to bring with it, however, some condition which necessitates more activity than a previous period, and the year just closed was no exception—we have not only added to our subscribers, but have received more inquiries, revised more reports, collected more money, netted more fees and been of greater service to subscribers than during any other year.

The report of the Board of Managers of the Bureau of Information has given some statistics and figures, but a little further information covering the character and scope of a year's work in the bureau will, while imparting nothing new, refresh the memory of present subscribers and may possibly awaken an interest among those non-subscribers who, for reasons known to themselves, fail to secure the most important cooperative privilege of the association.

Every lumberman knows of the changing trade conditions through which we have passed, and there never has been a period in the bureau's history when requests for special reports and investigations were so frequent or urgent. While the volume of your business may show slight decreases as compared with more prosperous years, the very conditions which create that falling off account for the greater activity in the Bureau of Information. When trade is booming and prices on the upward swing, your customers are correspondingly prosperous and complaints regarding slowness, unjust deductions and turning down shipments without cause are less frequent; but with normal or less satisfactory financial conditions come unfavorable reports along those several lines, and force the bureau in the position of rendering the maximum service to its subscribers. There can be no doubt that the bureau has accomplished its purpose in this respect, but in doing so, while adhering to its old established principles, has necessarily adapted itself to changing conditions and broadened its sphere of activity.

The question of signed statements of assets and liabilities has been a paramount one and required more than usual attention last year. For good reasons you have required more figures and details in the reports asked for, and where previously credit has unhesitatingly been given to some concerns who refused to furnish a signed statement, there was plainly evident, last year, more reluctance about extending the usual credit favors to those who would not make a showing. The bureau has worked hard to get these essential facts and the results have been gratifying and statements were received from concerns who have been as persistent in refusing them as we have in asking for them; but, as they became more fully acquainted with the scope and character of the Bureau of Information, they more readily responded to requests for figures and details necessary for a complete and comprehensive report.

In very many instances an aggressive campaign of education, extending over a long period, has been required to finally bring a satisfactory reply, but we are still contending with a number who stubbornly decline any facts, even refusing their bank reference. We meet the buyer who responds by saying, "I do not ask for credit," notwithstanding he gets it by taking all the extra time he can before discounting his bills; or the one who claims to pay cash but takes sixty days open account. The customer may wait to discount, pay cash, or settle by note—he gets the lumber and the credit, whether he discounts or not.

One example will illustrate: Within a few weeks we received information of a protested note and reported accordingly to several interested subscribers, and immediately started our



GEO. I. CRAIG, PHILADELPHIA, PA., TRUSTEE

machine for quick revision, because the concern in question was generally regarded in fair credit. Within a few days other information arrived indicating unsatisfactory settlements and a renewal on the protested note, and an early mail also brought a reply from the customer, declining the statement, saying, "We are not asking for any credit." Sometimes we believe credit is entirely too cheap, and it surely is when obtained without much effort on the part of the buyer, or his neglect to repose the same confidence in his creditor as does the latter in him. During the past year the bureau has frequently explained that a signed statement not only has a reciprocal value between debtor and creditor, but that it saves much annoyance to the buyer himself by supplying the bureau with information which a half dozen or more shippers might ask for individually.

It is interesting to study the new statements arriving since the first of the year, for it is hardly expected they will show the same proportionate increases as during the several previous abnormally good years. They have to be carefully scrutinized, but we have found a tendency to eliminate doubtful assets in the way of questionable book accounts, etc., and strike "rock bottom." These investigations necessitate considerable special correspondence in order to ascertain exact conditions, and if you compare more recent reports with older ones, you will find they include more signed statements of assets and liabilities, with a larger proportion of detail.

Too much emphasis cannot be placed upon the importance and value of the opinions which relate your trade experiences as to manner of

settlement, inspection, etc. It is recognized by our subscribers that the expressions of opinion thus formulated contain information which is just what a lumberman needs in determining his credits.

The pink tracer sheets, as revised in form two years ago, and again amended this year, are fully accomplishing their purpose. An opportunity is given to all subscribers to thoroughly acquaint the bureau with renewals, protested paper, unjust claims, cancelling orders without cause, or settlements not in accordance with agreed-upon terms, by simply inserting the names and addresses and checking the proper column. This information is carefully tabulated immediately upon receipt and used in keeping our reports up to date. Unquestionably, general trade conditions have necessitated a more extended use of the plan the past year, but the fact that the sheets are given such close attention indicates their desirability as a prompt and efficacious method of reporting information which you believe should be filed with the bureau.

The tracer system enables the bureau to cover a broad territory in the ordinary revision of reports, at the same time reaching every subscriber, and through this means it is possible to transmit a complete and comprehensive revised report in two days from the time an inquiry arrives, and which had already been replied to by sending the information then available. These new reports contain anywhere from a half dozen to fifteen or twenty trade opinions, varying according to volume of business transacted by the party inquired for. The pink sheets



W. W. KNIGHT, INDIANAPOLIS, IND., TRUSTEE

and tracers are supplementary to the regular forms of inquiry used in revising reports. There are so many instances when more than the perfunctory reply is essential, and from three to five hundred special inquiries are sent out each week.

The questions enumerated are themselves easily replied to, but nearly every mail brings some special information on the back of a tracer blank, which very often opens up a new avenue of investigation. Occasionally a member, contemplating a deal somewhat out of the ordinary, and desiring the experiences of others practically up to the minute, requests us to "trace" some concern, and such requests are gladly complied with. It seems advisable to reiterate that placing a name on the tracer in no way reflects on the party's standing or responsibility, but that method of revision is frequently all that is required to bring a report up to date.

This is not the case, however, when names appear on either list A or B. Those lists are used to impart essential facts received by the bureau during the week; it may be only an incorporation, change in business ownership, or a fire; but it may also indicate a suit or judgment, or something worse, and unless the key used with the lists clearly translates the listing, it is advisable for subscribers to communicate with us and obtain the report, unless we have reason to know you are interested, either by previously requesting report on the party in question or through the list of customers record, when we will, of course, promptly forward such report as is issued. It sometimes happens that information arriving just at the time the list is being printed can not be as fully and comprehensively transmitted by publishing on the list as through a special report, and that method is occasionally resorted to. It enables a material saving in time, not only in the office but in getting the report to you.

The importance of keeping your list of customers record with us up to date cannot be overestimated. Many subscribers annually compare their ledger with their previous customers record and send the new names to the bureau. Assuredly, this enables an ideal system of credit reporting, but occasionally an instance comes to our notice where, because of failure to furnish a revised list of customers, a subscriber is not notified of an important fact, thereby restricting his full bureau privileges.

The Collection Department

The 710 new claims received during the year amounted to $262,257.62, together with the $116,006.42 on hand March 1, 1910, making a total of $378,574.04 in claims handled, as compared with a total of $304,403.67 last year. Claims amounting to $243,574.53 have been collected and disposed of, leaving $134,999.51 on hand today. Four thousand dollars in fees have been turned over to the association treasury, in addition to which the department paid $374 for the little books, "Lumber Legal Opinions," making a total of $4,374, compared with $3,500 last year. These figures indicate the average charge made for collections is really only nominal, but the total much more than offsets the cost of maintaining the department, besides which there is the most important feature of immediately transmitting invaluable information to the bureau and helping other subscribers just at a time when such co-operation is most desirable.

It is the aim of the bureau in handling its claims to occupy a dual position: First, to collect your claim promptly, and second, having done that, to discriminately use the information and experience in such a way that it may assist in guarding others from incurring an unprofitable account. We say the information is used discriminately, for handling more than 2,700 claims during the past six years teaches that because a customer may be slow and compel you to place an account for collection, it does not necessary follow that he is not entitled to credit at that particular time. But if the experiences of those who have resorted to such methods of collection are heeded, they serve a valuable means of warning. Investigation started in one instance last year on the first slow pay account enabled the bureau to caution other subscribers, and within two months a partner of the debtor firm left for parts unknown, as well as a tangled financial situation, and this in a territory where some hesitating prospective subscribers are of the opinion the bureau covers only in a limited way. We have seen slow pay claims followed by protested notes, then judgments and finally bankruptcy. This is mentioned not to reflect upon any present instance, but to illustrate the value of heeding the experiences of those who have had to resort to some aggressive means of securing their account.

The services which the bureau renders to both debtor and creditor places it in a position where, in the handling of claims, it is more than a collection agency. The past year has tested many weak financial spots and collecting money for our members is, of course, the important feature; but with an organization of this kind, where your customers regard the bureau as a special confidential bureau above the ordinary collection agency, they expect us, in exercising our duties to you to also consider their relation to us and the frankness of their statements covering their difficulties of meeting their obligations as they mature. This relation and confidence has frequently, and usually, resulted in promptly making the collections without suit and saving the debtor's business and assist in getting him "on his feet."

We have probably kept a dozen concerns from receivership or bankruptcy by getting in personal touch with their affairs and working out claims on a partial payment basis. It has happened in some instances, of course, that after we have succeeded in collecting claims pressure was exerted from some other source which the debtor could not stand and was forced under; in other cases where we felt bankruptcy was inevitable we have succeeded in helping our members obtaining payments on account before the inevitable occurred. Sometimes a member may have become impatient at what seemed a delay, but the information available indicated that any one suit would precipitate similar action by other creditors, and for that reason, after advising with the member interested, the partial payment method was continued.

There have been times when it seemed wise to institute bankruptcy proceedings in order to make certain examinations and investigations, but when a plan is fairly under way for assisting a weak concern, and which is approved by practically all the creditors, we do not believe it is right to solicit claims for the express purpose of putting the business in bankruptcy, and securing a substantial fee by controlling the trustee or receiver. This association has always fostered fair dealing and it has been the aim of the bureau, through its collection department, not to destroy, but to construct and conserve.

Lumber Legal Opinions

The report of the Board of Managers called attention to the recently issued book "Lumber Legal Opinions," and communications received lead to the conclusion that it is thoroughly appreciated by the members. In collating the opinions it was intended to include questions of ordinary business occurrence in the trade and those which most frequently lead to confusion. A broad range of subjects has been covered, thoroughly cross indexed for easy reference, but occasionally a member will ask for more information concerning a published opinion and where possible such requests are complied with. Frequently an opinion will refer to an extreme technical case, but it is the extreme case which makes necessary any opinion at all. During the year the bureau has, in a number of instances, been called upon to express its opinion as to course of procedure or in explaining the application of established trade customs. Much of this information is in the published book, but there are times when because of some circumstances it may be advisable to seek further light. This we try to do based upon our own experience and failing then we have resource to our attorneys. That all this is appreciated by our members is evidenced by the increasing frequency of such communications.

As will readily be appreciated there is a vast amount of detail required to keep the bureau and its Collection department in proper shape for immediate reference. Any one of the 28,772 reports on file must be instantly located, together with the material or original records, or a claim must be given attention on a certain



LEWIS DILL, BALTIMORE, MD., TRUSTEE

day, and to accomplish this and keep in close personal touch with the varied changes and conditions, the systems in effect must be the best it is possible to make them.

The information on lists A and B, tracer inquiries, special letters to members and many of our office forms are printed in the office not only for the purpose of saving money, which is readily accomplished, but largely with a view of saving time to and from the printer and getting important information in your hands with the least possible delay.

Your Bureau of Information is an ideal system of co-operation and will always be what you make it, and the results indicate beyond a doubt how high it is esteemed by the subscribers. "In co-operation there is strength." Does this apply more substantially than in the compilation of trade credit reports where each individual subscriber imparts his experiences for the welfare of the one bureau? Who is better able to determine what kind of information a lumberman wants than a brother wholesaler? With service of this character what argument could be advanced for saying that one hundred reports are not worth the additional cost of fifty dollars per year.

Respectfully submitted,
W. W. [illegible], General Manager

W. R. Butler, acting chairman, made a report of the special Membership Committee, as follows:

Report of Special Membership Committee

The following is a statement of membership to date:

Members, March 1, 1910	392
New members	40
	432
Withdrawn	39
Members, March 1, 1911	393

Your committee has worked diligently among our several cities and has also had considerable correspondence with other members of the association, with a view of providing a constantly increasing membership. While the results show only a small gain, it is our opinion that the year's work will produce more new members later. The unusually large number of resignations for the year seems to be largely due to firms retiring from business, failures, changes in location, cutting out of timber contracts, etc., and we are advised by the secretary that it was also necessary to drop some members for non-payment of dues. The committee is still working with a number of prospective members, and their applications may come in any day. These are among concerns on which the association has been working for some time. We believe that all efforts should be devoted, not so much to the increasing of number of members in the association, but to continuing the present high character and quality. The organization has reached a point where the scope of its work is so well known that in promulgating the various problems submitted from time to time the quality or stability of membership is what will, in the future, carry as much or more weight than a mere increase in members.



R. H. DOWNMAN, NEW ORLEANS, LA., TRUSTEE

Membership the past year has been secured in several new locations, and we believe that with a little missionary work on the part of the individual members the organization will next year be able to interest the hundred or more wholesalers who should be interested with us and who are now indirectly receiving the benefits accruing from the associated work carried on by the nearly 400 members now on the roll.

The [illegible] to show an annual change of members amounting to more than 35 new members secured during the past twelve months. To do this co-operation on the part of all the members is needed.

Respectfully submitted,
W. R. BUTLER, Acting Chairman.

In the absence of G. H. Holt, chairman of the Committee on Fire Insurance, his paper was not presented, but made a part of the records. In substance his report was as follows:

Report of the Fire Insurance Committee

The report of the Fire Insurance Committee, as read by Chairman G. H. Holt, emphasized the fact that new legislation and new system inaugurated in some of the states make it evident that the fire insurance business can not be conducted upon the theories and methods which have hitherto prevailed. This, of course, will effect the practice and cost of insurance in the case of every lumberman as an insurance buyer, and every lumber underwriter.

The report then goes on to compare present conditions with those of a year ago. At that time the interference of state government in any manner was being bitterly opposed by the insurance companies. They contended that rate making was a function which only highly trained insurance men wholly in the employ of the insurance companies were capable of performing, and that any interference with rate making would result in tremendous disaster. They believed at that time that they should be immune from all inquiry and investigation as to combine, etc. They contended that rates were not inequitable, because the best underwriting judgment stated that they were not inequitable. As to the contention that rates were too high, insurance companies showed by figures that they made no profit in their business. These and many others were the claims of the insurance companies at that time. Since then, testimony in various state courts has completely demoralized the insurance companies' defense. Conspiracies in restraint of competition have been unearthed, and statutes have been passed by the various states providing sufficient punishment for combination in restraint of insurance competition, which statutes have been upheld by the Supreme Court of the United States. Various state insurance investigating committees have condemned the old insurance methods. The states which have put in operation state rating systems have secured reductions in the cost of insurance, and have had no difficulty in obtaining satisfactory insurance. As a result of the persistent resistance of the insurance officials to legitimate reform movements, the bills providing for regulation of insurance companies along various lines in the different states are anything but uniform and consistent, and will, without doubt, work great hardships not only on the companies but on the public and on the courts. On the other hand, the insurance organizations are favoring legislation which will still further tend to restrict or eliminate competition and prevent the readjustment of premium rates upon the basis of fire waste. Under their system rates are not to be reduced in proportion to hazard, the injustice of which is self-evident.

The effect upon lumbermen is treated from two standpoints. As previously stated, many of the members of the National Wholesale Lumber Dealers' Association are underwriters and have solicited and obtained business by cut rates or promises of rebate. Under the new laws a large part of this advantage over the stock companies will disappear. Regulation by the state government to prevent combination in restraint of competition will not leave the margin for scalping which enables these underwriters to exist. The committee claimed that it is no longer possible for a small company to operate in competition with a large stock company, or to build up a business from a small beginning. Any new company, it is claimed, to succeed must have a capital and surplus of between $500,000 and $1,000,000. The salvation of the smaller companies either lies in amalgamation or in the adoption of the principle of the "underwriters' policies."

The other point of view to be considered is the effect upon lumbermen as lumbermen. The result of the elimination of competition would be to effect the loss of special rates now enjoyed and the enforcement of the full rate. The report then goes on to point out how these things will be effected by proposed legislation in the different states, and claims it is better for the lumbermen to co-operate with the underwriting lumbermen in building up an underwriting organization in competition with the large stock companies. Under recommendations the report says that lumbermen should see to it that the underwriting interests are required to deal fairly with the problem. Lumbermen should unite actively with other property owners in behalf of all worthy measures for promoting the desired reform and to prevent waste of life and reduce fire hazard. The Lumber Mutual Insurance Organization should unite more broadly to save expense of operation and to render more efficient service. As to the proposed legislation before various state legislatures with a view of prohibiting non-fireproof material in buildings above two stories in height, it is pointed out that the effect would be enormous on the lumber business, and that it is a needless way of reaching the desired results.

In the absence of W. A. Crombie, acting chairman of the Committee on Arbitration, Charles H. Prescott read the report of the Committee on Arbitration, an abstract of which follows:

Report of Arbitration Committee

The Arbitration Committee reported having passed upon four cases during the year, and



F. S. UNDERHILL, PHILADELPHIA, PA., TRUSTEE

that two other cases are in preparation for submission to it. During the year all matters presented received careful and impartial consideration, and the committee states that, so far as it knows, all parties interested have accepted awards and are satisfied with the outcome. One or two principles were involved, it was said, which the committee was pleased to consider, and it viewed the fact that but four cases were presented as an indication that the business transactions between members of the association are of a satisfactory nature.

The report said: "A dispute has arisen in connection with the award rendered by a previous committee, and as one of the members has declined to carry out the award as rendered by the committee, the case is now in court, and there will probably be an opportunity of testing the form of agreement used by the association, and as to the finality of the committee's award, where the two members have specifically agreed to accept the committee's findings as final."

The legal department of the association has settled a number of disputes which are really on an arbitration basis, but as a general rule no material point is involved. It was not necessary to call a meeting to consider any cases presented to the committee during the

past year. It was the aim of the committee to reduce expense and time as much as possible, and the report recommended that members refrain from submitting small, immaterial questions with no bearing on trade principles.

Owing to the absence of G. E. Smith, chairman of the Committee on Trade Relations, this report was presented by R. L. Palmer, as follows:

Report of Committee on Trade Relations

When your president proposed to me last year that I serve as chairman of the Committee on Trade Relations, I naturally asked him whether the work would be laborious. He advised me that trade relations matters had been rather satisfactory for the past couple of years.

During the year I have faithfully watched this phase of association work and am pleased to report that the principles of right trade relations as promulgated by this association several years ago are still holding, possibly unconsciously, the attention of not only the lumbermen members of our association, but lumbermen everywhere. The unfolding to me of the results of the past efforts on the part of the committees of this association has been somewhat of a surprise to me as well as an education.

The Boston agreement entered into between this association and practically all of the retail associations of the United States was primarily



J. V. STIMSON, HUNTINGTON, IND.
TRUSTEE

for the purpose of bringing about broader reciprocal relations between the wholesale and retail trade, and to endeavor by broad, fair means to reform many abuses which had crept into the trade because of lack of attention.

Fortunately for the trade at large, this agreement was widely advertised at the time of its formation and its principles were so plainly stated and so carefully worked out that the good results to the trade came quickly, and therefore in 1903 when it was found desirable and necessary that the agreements should be abrogated—and at the time practically all of the associations who were parties to it withdrew—the ball had been started rolling and, like the snowball, had accumulated impetus and size, before it could be stopped. And today those principles of arbitration and classification still hold good and are universally recognized.

The constant changes in the methods of handling and selling lumber and the dissemination of information on the part of many associations, much of which had its inception in the Boston agreement, are making the trade relations committees less important each year. However, the committee is here today and ready to meet and confer with all representatives of the lumber trade—wholesaler, manufacturer or retailer, and ready to consider such propositions as may be presented to produce uniformity and certainty in the customs and usages of the trade upon the broadest possible plane, and while we are unable to report much definite work done during the past year we can point to the constancy of the work performed by your previous committees.

The office of the association has in its file a voluminous fund of information, all subject to call on the part of our members. To this we refer you for information at all times.

Respectfully submitted,

G. E. Smith, Chairman.

The meeting then adjourned until the afternoon session.

WEDNESDAY AFTERNOON SESSION

The Wednesday afternoon session convened at 3 p. m. The report of the Committee on Railroads & Transportation was presented by Emil Guenther, which was as follows:

Report of Railroad & Transportation Committee

The report of the Committee on Railroad & Transportation reviewed the freight rate agitation. Speaking of minimum weights, the report says that this subject was given considerable time and attention at the recent conference in Chicago, with the result that a resolution commending the system in vogue on the Santa Fe was introduced, and also that the estimated weights adopted by the various associations should be recognized by the railroads in connection with all claims for overweight. The report reviewed the work of the traffic department, commending it on its efficient work and expressing the appreciation of the committee for what has been accomplished by this department. It was pointed out that the traffic department is prepared to render valuable assistance to members, which they should take advantage of.

As to the practice of taking complaints before the Interstate Commerce Commission before they have been thoroughly investigated, the committee recommends that members ascertain whether or not such matters are of sufficient importance to require the attention of that commission, inasmuch as it is now considerably overburdened. In closing, it says the Interstate Commerce Commission should not be made a court of origin, but should be essentially a court of final appeal.

W. W. Finley, president of the Southern Railway, was then introduced. He entertained the members for some time with a discussion of forestry affairs, and especially of the development of the South as a lumber producing section since the period of the Civil war. He expressed the desire of the railroad of which he is president to co-operate in all ways for the betterment of lumber conditions, and in assisting in every way for the prosperity of lumber affairs, and also for the development of forestry work.

E. V. Babcock, chairman of the Committee on Hardwood Inspection, made the following report, involving with it a resolution, which was as follows:

Report of the Committee on Hardwood Inspection

Your Committee on Hardwood Inspection begs to report that there has been no work for the committee to perform during the past year. There was no unfinished business turned over to this committee and nothing developed throughout the year. The National Wholesale Lumber Dealers' Association having put itself on record repeatedly during the several years past as advocating the establishment of a single standard for the inspection of hardwood lumber, your committee recommends the following preamble and resolution:

Whereas, The National Wholesale Lumber Dealers' Association, being desirous of securing for its members and the lumber fraternity in general the best possible results from the lumber business and having gone on record as recommending the establishment of a single set of rules for the inspection of hardwood lumber to be universally used; be it therefore

Resolved, That the president of the National Wholesale Lumber Dealers Association appoint a standing committee of five members, the chairman to be an impartial party who does not lean towards either of the two leading hardwood associations; at least one member of the committee to have a leaning towards the National Hardwood Lumber Association and at least one member leaning toward the Hardwood Manufacturers' Association of the United States; this committee to use its best efforts to advance the cause of a single standard set of rules for the universal inspection of hardwood lumber.

On motion, this report was referred to the Committee on Resolutions, and on its adoption the chair was authorized to appoint the necessary committee to carry out the resolutions, which appointment will devolve upon the new president.

President Higbie then appointed the following Committee on Nominations to present a list of candidates for seven trustees, to take the place of those whose terms of office had expired. Appointed to such committee were: R. C. Lippincott, chairman; R. L. Walkley, Henry Cape, A. J. Diebold, George Leach, George M. Stevens, Alexander Willson, S. Burkholder and John M. Hershey.

The chair appointed the following com-



G. C. EDWARDS, OTTAWA, ONT.,
TRUSTEE

mittee on resolutions: Lewis Dill, John M. Hastings and Hugh McLean.

Leonard Bronson then addressed the meeting and invited a delegation of this organization to attend the annual meeting of the National Lumber Manufacturers' Association, to be held in Chicago May 24 and 25.

Owing to the absence of C. H. Barnaby, chairman of the Committee on Legislation, W. W. Knight read the report of this committee as follows:

Report of Legislation Committee

Chairman C. H. Barnaby of the Legislation Committee stated the only matter referred to that committee for action during the past year was with a view of delaying action by Congress on numerous bills then pending, which would affect the interests of the railway companies.

The report recommends that the association lend its moral support to all national conservation organizations, especially those pertaining to conservation of the forests and the reforesting of denuded lands. It was here

that lumbermen of forest products should endeavor to properly educate the people as to actual conditions prevailing in the manufacture of timber or lumber, particularly as this opinion already condemns the operator as a ruthless destroyer of forests. It is pointed out in the report that the timber resources of the country are under the same heading as other resources, such as coal. They are placed here for the purpose of utilization, and the sawmill man is no more a destroyer of natural resources than the coal operator. As to the work of reforestation, the committee says that all classes of people have need for timber products in some form, and therefore the reforestation should be undertaken by the general public and carried on by proper legislative provisions and not by individual efforts. But this does not mean that such organizations as the National Wholesale Lumber Dealers' Association should not lend every possible effort to such movement.

The question of Canadian reciprocity is touched upon, the committee recommending that pressure be brought to bear with a view of changing the proposed provisions so that the American manufacturer can obtain saw-



J. J. MOFFETT, CINCINNATI, O., TRUSTEE

logs from Canada to be manufactured in the United States, under equally favorable conditions as his Canadian competitor enjoys. In connection with the failure of the tariff commission bill, the report states that the committee anticipates such legislation in the near future as will be needed to make the tariff schedule purely a business question and not a political issue.

The report commends the efforts of the National Civic Federation to effect uniformity of state laws, and takes up the question of control and regulation of employers' liability. It advances the opinion that while much unnecessary legislation will probably result from the general discussion of this subject, time and experience will tend to improve existing conditions, and point out the logical solution. The committee recommends close consideration of the results of the president's statutes bearing on this subject and that the association take such action as will enable it to lend its assistance in the investigation of the results of the operation of various laws.

Next in order was the report of F. R. Babcock, chairman of the Special Congressional Car Stake Committee, which follows:

Report of Special Congressional Car Stake Committee

Your committee has little or nothing of interest to report, as since our last annual convention we have accomplished nothing.

It will be remembered at the time of our last annual report we were hopeful that we might be brought into activity again by some encouragement that we hoped to receive at the hands of the Committee of Interstate & Foreign Commerce, and your committee, at a meeting held at the close of our convention at Cincinnati, determined to wage an active campaign on the members of that committee, following up our appeal, which was made before them, praying for an amendment that would provide the relief asked for. In this follow up work we soon made our existence felt to such an extent that the members of the commerce committee apparently thought they could not afford to mislead us; therefore we were given to understand from every channel through which we approached them that, while they realized the validity of our contention, yet, owing to the development of opposition in the House against the administration railroad bill they fully realized they would have a hard fight to win without being burdened by any amendments whatsoever in the interest of any one commodity, but that they hoped their administration bill would increase the powers of the Interstate Commerce Commission to such an extent that it would open up new avenues through which we might get the relief sought for. Their prophecy as to the opposition to the railroad bill is already a matter of history; it was one of the most bitterly fought measures that ever passed the houses of Congress.

Your committee was then compelled to take up the study of the new act and to ascertain if the increased powers given the commission were of such a character as to afford any real or direct relief, and the opinions of our attorneys were in part as follows:

"I have gone over the amendment to the interstate commerce act by the bill as amended June 18, 1910. In so far as this amendment refers to the shipment of timber, lumber, logs, etc., it does not materially change the law as it existed before the amendment was passed. The act before the amendment provided 'That it shall be the duty of every carrier subject to the provisions of this act to provide and furnish such transportation upon reasonable request thereof, and to establish through routes and just and reasonable rates applicable thereto.' The new act adds to the old in this respect; 'Section 1—And it is hereby made the duty of all common carriers, subject to the provisions of this act, to establish, observe and enforce just and reasonable classification of property for transportation, with reference to which rates, tariffs, regulations, or practices, are or may be made and prescribed, and just and reasonable regulations and practices affecting classification, rates or tariffs, the issuance, form and substance of tariffs, the issuance, form and substance of tickets, receipts and bills-of-lading, the manner and method of presenting, marking, packing and delivering property for transportation, the facilities for transportation.' Again, the old act defines what transportation means: "'And the term "transportation" shall include cars and other vehicles and all instrumentalities and facilities of shipment or carriage, irrespective of ownership or of any contract, express or implied.'

"Here, then, we have (1) the old law declaring that the word 'transportation' shall include all instrumentalities and facilities of shipment; (2) that it shall be the duty of every carrier subject to the provisions of this act to provide and furnish such transportation upon reasonable request therefor; and (3) that it shall, under the new act, be the duty of all common carriers subject to the provisions of this act to establish, observe and enforce just and reasonable classification of property for transportation, with reference to which rates, tariffs, regulations or practices are or may be made or prescribed, and just and reasonable regulations and practices affecting classifications, rates or tariffs, the issuance, form and substance of tickets, receipts and bills-of-lading, the manner and method of presenting, marking, packing and delivering property for transportation. Under these provisions facilities are in themselves transportation, and it is the duty of the railroad company to furnish them, and they have the right, under the new section, to establish, observe and enforce just and reasonable classifications of property for transportation. They may prescribe [illegible] packed and [illegible] shall be applied."

Your committee did not feel that the increased powers given the commission were such as to warrant a change in the opinion heretofore expressed by the commission as it was at that time constituted, but it certainly does not give the carriers a greater power than they possessed under the old act, and gives the commission power to determine whether the furnishing of [illegible] on the part of the carriers; it also gives the [illegible] and prescribe [illegible] and practices, providing they are just and reasonable, but inasmuch as Chairman Knapp, in delivering an opinion, found it convenient to take refuge behind the quotation, "It is deemed unnecessary to consider certain questions of law," and practically held that it was a reasonable regulation for the carriers to require shippers to furnish these stakes; that they were much handier furnished in the lumber yards where the cars were loaded than anywhere else, and that inasmuch as the shippers had for a long time been so furnishing them, they ought to continue furnishing them, wholly ignoring, we think, the act of congress which provides that the carriers shall furnish all instrumentality, and that the stakes are just as much an "instrumentality" as the pockets into which the stakes are put.

We therefore felt that it would be a useless expenditure of time and money to again formally appeal to the commission until such a time as the commission should be reconstructed, and when such reconstruction took place the proposed advance in railroad rates was so prominently before the country and the commission that it was deemed unwise by your committee to again open the question. We are of the belief, however, that there is a psychological moment and an opportune time for all things, therefore recommend that the Special Congressional Car Stake Committee be, so far as possible, kept intact, and if the railroads should be granted an advance in freight sufficient to warrant that, we would be in readiness to make our re-entry before the commission, believing that inasmuch as two members of the present commission as it is



B. FRANKLIN BETTS, PHILADELPHIA, PA., TRUSTEE

now constructed dissented from Chairman Knapp's original opinion, and the fact that he openly stated that he did not deem it advisable to take into consideration certain points of law, showed pretty conclusively that his opinion was not based upon the law or the intent of the act, but was, rather, his personal opinion as to the reasonableness or unreasonableness of this demand on the part of the carriers. This, taken in conjunction with the fact that during the time of our hearing before the commission, Chairman Knapp was all the time on the bench and had with him at times only one assistant, at others only two, and very rarely over three, and the fact that the opinion was not unanimous, we believe, indicates a weakness or a division in the commission. Therefore it is our opinion that, even though there is only a fair probability of having a new ruling made, it would be greatly to the interest of the lumber shippers throughout the country to have this case again filed before the commission in order that we might get a direct opinion, based squarely upon the question at issue as to the intent of the act, the reasonableness or unreasonableness of the regulation whereby the carriers are compelling the shippers to furnish these stakes, which we believe to be instrumentalities and facilities of shipment and should, therefore, be a part of the transportation, eliminating all testimony that is irrelative which was brought into the case at the time of our original appearance before the commission.

This would have the effect of keeping the matter before the public, before the Interstate Commerce Commission and before Congress, to some extent. And it would have a tendency to prevent further demands and exactments by the

master car builders' rules, which would increase the already enormous expense of these stakes to the shipper.

This would not be an expensive proposition; only attorney fees and cost of taking testimony. It is the unanimous opinion, however, that if deemed advisable to again take this matter before the commission, that the complaint should be filed only after the committee is fortified by having the necessary cash to defray the expense in hand.

Respectfully submitted,

F. R. Babcock, Chairman.

W. S. Phippen then presented his report as traffic manager of the association, as follows:

Report of Transportation Bureau

I will endeavor to outline the workings of our Transportation Bureau during the past year, touching briefly upon the topics of general interest.

One of the main features of our bureau is the collection of disputed railroad claims and for the past twelve months our report is as follows:

380	claims on hand March 1, 1910..	$ 9,990.45
672	claims received during the year.	10,541.28
1,052	Total handled	$20,531.73

Disposition

382	claims collected	$6,275.83	
154	claims not presented to carriers, but returned to members with advice that they were untenable	2,480.53	
48	claims withdrawn	1,255.27	
			$10,011.63
584			
468	claims remaining unsettled March 1, 1911		$10,520.10

During the past year we have been obliged to file with the Interstate Commerce Commission twenty-five complaints, both formal and informal, and in twenty-one cases decided up to the present time reparation has been awarded in our favor.

General Work

While the investigation and collection of railroad claims may be considered an important feature of the bureau, nevertheless, where any error or overcharge is promptly brought to our attention we endeavor to have it adjusted before the payment of the freight charges, thereby avoiding the necessity of filing claims. In this respect we have been very successful, the aggregate saving to a number of our members amounting to many hundreds of dollars. This includes instances where cars were held under demurrage owing to erroneous notifications, failure to observe routing, errors in rates, etc.

Our general correspondence has greatly increased and more members have availed themselves of the services of the bureau than during any previous year. This correspondence embraces a wide range of transportation subjects, such as carriers' liability for misquotation of rates, carriers' right to demand undercharges on old shipments, to charge for transshipping, switching arrangements and deliveries at various terminal points, etc. A number of delayed shipments have been located and traced, other cars diverted and reconsigned, over 2,000 rates have been quoted, and a number of desirable rate adjustments secured.

In order to acquaint our members with various decisions, rulings of the Interstate Commerce Commission, and facts of interest to them, we have undertaken the publication of a pamphlet entitled "Freight Items." Up to the present time two issues have been published and distributed, and a third issue is under way.

Rate Hearings.

Your traffic manager has also devoted considerable time to the consideration of the much discussed proposed increase in freight rates and was in constant attendance at the eastern rate hearings held in New York. As you are undoubtedly aware, the Interstate Commerce Commission rendered their decision in favor of the shippers on Thursday, Feb. 23.

Car Stake Allowances.

Considerable time has been devoted to the investigation of shipments loaded on flat and gondola cars, with the view of determining whether the car stake allowance of 500 pounds is being made as provided for in the various lumber tariffs. Out of 1,600 shipments, made by possibly half a dozen members, we found that the allowance had not been made on 75 per cent, or approximately 1,200 cars. These overcharges amounted to $457. This leads us to believe that there must be a number of members who are not receiving the benefit of this allowance, and we therefore suggest that they keep a strict check on their freight bills.

Lighterage Deliveries in New York.

There has been considerable complaint regarding the shortage of lumber from lighterage shipments in New York harbor. Shipments consigned to New York for lighterage delivery are unloaded from the car to canal boats or lighters, which are towed to the different delivery points. A number of shipments are loaded on each boat and as considerable time is occupied in making delivery, there is an excellent opportunity for loss or pilferage from the boats. It has frequently been asserted that some of the captains and employes are in league with go-betweens and other irresponsible parties, and while I believe the carriers are doing their best to eradicate this evil, nevertheless it continues. As claims for such shortages are frequently declined on the ground that the lumber was not tallied until delivered in consignee's yard, thereby affording an opportunity for loss between the boat and the lumber yard, we suggest that shippers insist upon the consignees tallying their lumber over the rails of the boat, thereby placing them in position to submit positive affidavits in case of shortage.

Last fall your transportation bureau undertook to secure the restoration of the 34,000 pound minimum on eastern water competitive shipments which the carriers had previously increased to 40,000 pounds. This increase affected shipments originating at points in the Virginias, Carolinas, Georgia, Florida and certain points in Alabama, when consigned to what is known as eastern and New England water competitive points. The reasons advanced by the carriers for this increase were that lath and box shooks had been included in these tariffs and that inasmuch as these water competitive rates were from one to four cents lower than the regular rates, the carriers had to be guaranteed heavier minimums if the rates were to be continued. While shippers, as a rule, are perfectly willing to load cars to their fullest capacity, yet it was obviously impossible for them to load certain kinds of lumber and forest products to a 40,000 pound minimum in the average equipment which was being furnished by the southern lines. We were therefore prepared to carry our case to the Interstate Commerce Commission if necessary, but after much correspondence and several interviews with the railroad representatives, we succeeded, without disturbing the rates, in having the 34,000 pound minimum restored on all lumber shipments and a note inserted in the tariffs providing for the 40,000 pound minimum on timber, lath, shingles, shooks and cross ties, but where the cars are loaded to their visible capacity the actual weight shall be charged, but not less than 34,000 pounds. In addition to the members of the association, over 400 lumber shippers who are not members, but who were affected by this increase, were kept fully advised of the progress of our negotiations with the carriers, and the many letters we have received clearly indicate that our success has resulted in a large saving to all shippers affected.

Estimated Weights.

One of the most important questions which we have before us at this time is the track scaling of lumber shipments and the collection of claims for overcharges in weight. There appears to be a great deal of dissatisfaction among shippers over the methods employed by the various railroads and weighing bureaus, both in the assessment of weights and in the investigation of weight claims, and such claims based on an estimate or an approximation are becoming more and more difficult to collect. On a claim for 10,000 pounds overcharge in weight based on an estimate, the Interstate Commerce Commission rendered the following decision, December 5, 1910:

"The weight of past shipments suggests probably a greater element of uncertainty than most questions of fact we are called upon to determine. The shipment itself is gone, and ordinarily a reweighing is therefore impracticable or impossible. Actual scaling of necessity ordinarily should govern, and positive evidence of defective mechanism, clerical error in recording, or other inaccuracy should clearly appear before there can be substituted an estimated basis for a weight that prima facie must be accepted as correct. To hold otherwise, in addition to affording greater opportunity for discriminatory practices, would be to sanction a system of weights as variable as the commodities themselves or the views of different shippers based on their individual observation and experience. This, of course, to say the least, could lead only to confusion. The secondary evidence introduced by complainant we do not deem sufficient to establish that this shipment was not properly and accurately scaled; and the complaint will therefore be dismissed."

The same date, on a similar claim for overcharge of 4,500 pounds, being difference between the net weight ascertained at point of shipment and that taken at destination, the commission awarded reparation in favor of the complainant on the ground that a reasonable estimate or approximation, based upon the available facts, marks the limit of endeavor in dealing with the weight of past shipments, and stated that while the scale weights ordinarily should govern, a variation in separate scalings of a particular shipment necessarily points to error. Therefore, assuming that both scales were in good working order, the commission must be aided by the other facts of record, and applying that suggestion, found that complainant was entitled to reparation.

Now, I believe we are all aware that there is plenty of opportunity for the assessment of incorrect weights, yet it is practically impossible for a shipper to produce evidence of defective mechanism or of even a clerical error in recording, as he is at the mercy of the carrier. Track scales can and do get out of order, frequently the weighing is done at night, in bad weather, when the car is not cut loose from the train or by an incompetent weighman. In the northern part of the country we have to contend with snow and ice during the winter months, which will sometimes make a difference of several thousand pounds, but in many instances no allowance is made. Therefore, if estimated weights are to be considered only when cars have been scaled at least twice in transit, and then as secondary evidence, I suggest that action be taken towards having every carload of lumber weighed at least twice in transit and insist on the scales being perfectly balanced and the cars cut loose and standing still when the service is performed. We have found that very frequently in weighing shipments, tare weights are applied that have been taken some years previous to the date of scaling. In the meantime, the car may have undergone some repairs. As the master car builders' rules provide for the reweighing and restenciling of cars at certain intervals and also after repairs have been made, I believe this rule should be strictly enforced. This course should result in the elimination of many of the weight claims with which we now have to deal.

In conclusion, I wish to state that the work of the transportation bureau is constantly increasing, both in scope and volume. A number of our members have come to rely on us for rate quotations, numerous matters are investigated and hundreds of requests for information on various subjects are received. While the number of claims increases, it seems to be our lot to receive largely those which have already been refused by the carriers and while we do not wish to appear to invite trouble, we earnestly request those members who have not made use of the bureau to do so whenever you feel that we can be of service to you.

Respectfully submitted,

W. S. Phippin, Traffic Manager.

The meeting was then adjourned until the next morning.

THURSDAY MORNING SESSION

The association again came into conference at 11 a. m. The first matter taken up was the report of the Committee on Trade Ethics and Terms of Sale, made by F. S. Underhill, chairman. The gist of this report follows:

Report of Trade Ethics Committee

The Committee on Trade Ethics held no formal meeting, but the chairman has been in communication for several months with the various members, submitting a number of propositions for their approval. The Code of Ethics, which was revised and adopted by the American Lumber Trades Congress in June, 1909, has already been indorsed by the National Wholesale Lumber Dealers' Association. This code, the report says, expresses in concrete form the sentiment and conviction of broad and fair-minded men as to the principles which should govern buyer and seller; consignee and shipper in connection with the placing and cancelling of orders; terms of sale, to be recognized in cases where no special terms are agreed upon; responsibility regarding delays in shipment or transportation; rules for transit and storage shipments, trade relations and the estimable principle of arbitration. The report tells of the conference called by the president of the congress at St. Louis in December of 1910 with a view of discussing objections to some features of the present code. Recommendations, it is said, were made at that time with a view of revising certain portions to bring about an unqualified indorsement from all sources. These changes in the Code of Ethics were then submitted by the committee with the recommendation that they be indorsed.

The committee recommended the following preamble to the constitution to the American Lumber Trades Congress:

Article 2. The object of this organization shall be to formulate and recommend the statement of the ethical relations which should govern between buyers and sellers of lumber and its products. But nothing in the code of ethics adopted in any way shall refer

with the right of buyer and seller to make contracts on any terms that they see fit. It is intended for use in case any disagreement on points not covered by such contracts should arise.

Amendment to section 15:

In line 4—after the word "reinspection" insert the words "for remeasurement."

In line 7—after the word "invoice" insert the words "or within one-half of 1 per cent of the amount invoiced."

Add to section 15:

"No claim or grade or measurement should be considered valid unless made within ten days after unloading the car. This applies to all forest products except shingles."

Section 9 as amended should read:

Where definite date for shipment is not specified on order, the buyer should not be entitled to cancel such order inside of thirty days from the date of the order without the consent of the seller. Whenever shipments are not made within thirty days, the seller should forthwith notify the buyer, giving reasons for failure to ship. Buyers should then or at any time within an additional thirty days have the privilege of cancelling by wire. Should he fail to so cancel, the seller should have such additional thirty days in which to ship. In the event of the seller's failure to so ship within the additional thirty days, and in the event the buyer has not received any additional information as to shipment within this additional thirty days or ten days thereafter, the buyer should have the privilege of buying on the open market, and if the price shall have advanced, the seller should reimburse the buyer to the extent of such advance. Otherwise the order should remain in effect until cancelled.

The subject of arbitration was covered in Article IV, Sections 2, 3 and 4, the spirit of which recommends arbitration of all disputes between members upon demand of either one and upon deposit of the proper fee. The cost shall be paid by the party against whom the arbitration committee shall decide. In case one member shall decline to arbitrate, the matter shall be referred to the Board of Trustees, who shall have power to determine whether or not arbitration shall be required.

The chair then introduced Henry S. Graves, chief forester of the United States, who delivered the following address:

Address of H. S. Graves

While this is the first opportunity I have had to be present at one of your annual conventions I have, from year to year, followed the work of the association as I could learn about it from the printed transactions of your meetings and through conversation with your members. I have followed with special interest the reports which have been made by your forestry committee. For several years before assuming my present position, and while I was still connected with the Forest School at New Haven, your present president, Mr. Hughes, and Mr. Lippincott, lectured before our classes on practical subjects connected with the lumber industry.

It is very gratifying that the forestry question has been taken up for serious consideration by the lumbermen of the country and that more and more they are coming to make forestry their problem, with the full appreciation that in the long run it is of more vital importance to them than to any other class of people in the country. It is a great satisfaction to me that I can now go before bodies of lumbermen and many other audiences and discuss forestry from the standpoint of what is needed for its practical application. Only a short time ago a forestry address consisted mainly of an argument as to why forestry is necessary. We have very distinctly entered upon a second stage in the progressive development of the forestry movement. The country has accepted the idea that forestry is desirable. Its practice is assured if a practicable program can be presented. My purpose today is, therefore, not to discuss the need of forestry, but to outline certain points which seem to me necessary to bring about the practice of forestry.

There are two fundamental aims of forest conservation: The first is that which seeks to secure those general public benefits which are derived from the existence and continuance of forests in any given region. I refer to the benefits which come from the protection of mountain slopes and of watersheds, and the benefits of the forests from an esthetic and recreation standpoint. It is of interest to everyone that there should be forests to serve these purposes. The second aim of forestry and the one which is of the most immediate interest and importance to you, concerns the maintenance of the supplies of forest products.

A practical forest policy must include three things: First, the prevention of the destruction of our forest resources by fire, insects, and other injurious agencies. Second, the economical utilization of our timber supplies in order to make them serve their highest use and go as far as possible. And third, the production of new supplies by growth in order that when the timber which is now of merchantable size is used up there will be new supplies to take their place. These three things are fundamental in any plan of forestry.

The average man is apt to consider that it is comparatively simple for the owners of forests to practice forest conservation along these three lines—to protect their lands from destructive fires, to prevent needless waste in logging and manufacturing, and to practice sylviculture, or the raising of forests, so that when the timber is cut it will be replaced by new growth. Where the forest owner is the public this can be done readily enough, provided ample funds are furnished and competent men are put in charge.

But the public owns only a small part of the merchantable standing timber of the country. If it were a simple matter for private owners to practice forestry, it would have been done long ago. When we look over the field to see just what is being done in the way of forestry today, we find a tremendous interest in the subject and a warm approval of its principles; and yet we have just passed through a season in which the loss of life and property by forest fires has constituted nothing less than a national calamity. Although an increasing number of men are endeavoring to do something on their lands in the way of conservative cutting or making actual investments in order to secure a continuance of forest growth, probably less than 2 per cent of the lumber on the market today has been cut with a view to the continued production of the forest growth.

It has been my good fortune to have visited practically every forest region of the country and to have studied the different methods of handling forests now in vogue, and their results. It is certain that the total production of new material by growth in the country is far below that which is actually used, lost in production and destroyed by fire and insects. When we examine the situation to see where the trouble lies, it soon becomes perfectly clear that there are obstacles which must be removed before forestry will be practiced on a very extensive scale by private owners.

The first obstacle in the way of forestry is the risk from fire. Those forests which are owned by the public, such as our national forests and our state forests, may be made secure if the public will in the first place provide for roads, trails, telephone lines, and other equipment to make it possible to protect them, and, in the second place, provide for their proper patrol.

During the past season, although the national forests have been under administration for some years, we have lost a very large amount of very valuable timber. The national forests are located for the most part in the mountains of the West, and many of them are still vast, undeveloped wildernesses, in many cases with almost no roads and very few trails. In some cases there are areas where the trails are twenty-five miles apart. While the forest service has been building trails, telephone lines, ranger cabins, fire lines, and providing other equipment which is necessary for fire protection, it has not been possible within five years to put the forests into condition to meet the extraordinary emergency which occurred this summer when there occurred the worst drought in the history of the West. Congress has provided from year to year money for this construction work. There has been provided altogether since the forests were under the administration of the forest service, $2,165,686.02 for this purpose. I speak of this sum because it has been repeatedly stated that during that time some twenty million dollars has been provided which could be used for this. Not one cent beyond this $2,165,686.02 could be devoted under the law for the construction of permanent improvements. During the current year $275,000 may be spent on this work and no more. There have been built 9,218 miles of trails, 1,218 miles of roads and 4,851 miles of telephone, but this is only a beginning of what will be required. I have calculated by careful estimates that it will take about $8,000,000 to lay out a primary system of trails, telephone lines, and other permanent improvements which are necessary for protection, and this includes very few roads. With such a system and an adequate patrol the public forests may be safe from fire. I make this confident statement because it was clearly demonstrated during the past season that where there was a proper equipment and an adequate patrol there was no difficulty in keeping the fire loss down to an insignificant amount in spite of the great drought. The large fires occurred in the inaccessible regions where it was not possible to reach them quickly on account of the lack of communication.

The fire risk is the greatest obstacle in the way of private forestry. There is no question but what an unfair system of taxation of growing timber prevents many owners from interesting themselves in forestry. In some regions where the land is mostly in large ownership, the private owners are associating themselves together for organized fire protection, developing their forests by trails, fire lines, etc., as we are doing on the national forests, and patrolling them during the dry season. Where the land is in smaller holdings and many of the owners haven't the same permanent interest in the forest as the large proprietors, organized fire protection is more difficult. A single tract which is not properly developed, in which dangerous slash is left on the ground, and where there is no patrol, constitutes a menace to the whole region. It is the duty of the private owners to organize their forests for protection. But it is also the duty of the public to assist in the protection not only of the forests which it owns, but of private forests as well. This must be done primarily through the states. It will be possible for the federal government to aid to some extent, through cooperation with the states, to protect forests on the slopes of important watersheds of navigable rivers. The Appalachian bill recently passed provides for such co-operation with any state or group of states, and provides $200,000 for such co-operative fire protection. There should be, I believe, in every forest region an organized fire patrol. The main body of the state patrol force would be employed only during the danger season. The force would, of course, vary in size according to conditions. There might be one man for every 25,000 to 100,000 acres. Each patrolman should organize all the owners within his district, who should provide such supplementary patrol as is necessary to make the forests safe. The state ranger would see that the forest laws are carried out and would direct the whole patrol service and the fighting of fires within the district.

The private owners should properly be made to bear the principal burden of protecting their property, but they would have given to them such assistance as will enable them to make their property safe for a reasonable sum. Such a plan would require a considerable public expenditure, much greater in most cases than individual states have so far been willing to provide, but it is insignificant compared with the results obtained. A practical principle of protection of private timberlands is being widely discussed and the beginning of its adoption will probably be made in several states in the near future.

The importance of economical utilization needs no argument. Every timber owner for his own profit desires to take out of the woods everything which can be utilized at a profit. Every manufacturer endeavors to waste as little as possible. The forest service is endeavoring to aid in the matter of close utilization through its experiments and studies in developing new uses of woods hitherto but little used or not used at all. This work is conducted at our laboratories in Madison and Wausau, Wis.

Production of timber by growth does not appeal to the ordinary private owner in the same degree as the prevention of the destruction of our timber by fire and the careful utilization of our present supplies. Forest trees grow slowly, many species requiring from eighty to one hundred years or more to produce lumber of a high grade. While many owners are willing to reserve for further growth trees of medium size which will become merchantable in a comparatively few years, they are not prepared to make investments to secure new growth or even to do much in the way of protection of small trees and seedlings, which will require many years to reach merchantable size. A good many men in the Northeast today cut only the oldest and largest trees and reserve those of middle size, where such a cutting is feasible; and under conditions where it is necessary to make a clear cutting they are reserving for further growth those stands of medium development and restricting the cutting only to the oldest stands. There is, however, even among such owners, little attention paid to reproduction. Some very large permanent corporations with enormous investments in a permanent plant will doubtless endeavor to provide themselves with enough land to supply their mills indefinitely. For them forestry is not only feasible but it is a necessity. As long as present conditions obtain the majority of owners will probably not voluntarily do much in the way of growing trees. It is certain that there will not be much accomplished until the fire risk can be removed, and there is a reasonable system of taxation of growing timber, so that all possible profits from the forest production will not be eaten up by taxes.

When these obstacles are removed private owners will be able to handle their lands much better than now and the production of new growth will be much more enhanced than now. They may be then definitely expected to use the best methods of handling their forests with reference to tree production possible under the prevailing conditions of markets and logging.

At present there is a great paucity of public forests in the East. Under the provisions of the Appalachian bill, the federal government will acquire some forests at the headwaters of navigable streams. There should be a very great extension of public forests in the East through

purchase of land by the states, with a view to protect the slopes and also to provide a local supply of timber in the future.

Still one other point, and that is the duty of the public through its national and state agencies to develop the science of forestry through research and experiment and to educate private owners how to practice forestry through personal assistance and practical demonstration.

The program of forest conservation may be summarized under the following heads: First, an adequate public support for the proper protection and administration of the national and state forests of the country; second, the organization within all of the different states of state-aided fire protection of private forests; third, support of the government and state agencies engaged in experimenting with forest products, looking to the extension of the uses of wood, wood preservation, etc.; fourth, the development of a reasonable system of taxation of growing timber which shall be uniform in the different states; fifth, the establishment of state forests on a large scale through purchase of cut-over private lands; sixth, adequate support of those public agencies engaged in developing the science of forestry and diffusing information which will aid private owners to handle their timberlands along the lines of forestry.

W. L. Sykes, chairman of the Committee on Forestry, delivered his report, which was in part as follows:

Report of Forestry Committee

Chairman W. L. Sykes of the Committee on Forestry stated that owing to the fact that the members of his committee were scattered all over the country from Canada to California, it was impossible to get together for a direct discussion, and that their views were submitted by correspondence.

He further stated that to this committee was referred the question as to whether or not it should become members of the National Conservation Association. After some investigation it was unanimously recommended that it join this association, and on June 22 the Executive Committee voted to instruct the secretary to apply for membership, which was done. At the convention of the National Conservation Association held in St. Paul last September the chairman of this Forestry Committee represented the association as a delegate.

Mr. Sykes then went on to tell of what he had seen and heard while in attendance at the conservation congress and gave an outline of the subject covered by the various speakers. He was impressed with the fact that conservation as advocated was not limited to forests but embraces the entire natural resources of the country. He said he noticed a very evident belief that the present timber holdings of the government will remain in government control and will be operated under rules and regulations promulgated by the government. The only adverse comment came from citizens of Oregon, Washington and Idaho, who contended that this was an infringement on state sovereignty.

In regard to the object of conservation, the speaker said: "Many people have the erroneous idea that conservation means prohibition from cutting timber. But this is not the thought. It is not likely that the government will sell large tracts of timber to be operated as has been the custom in the past, but will sell stumpage where it should be cut to save it from loss, for instance, where it has been damaged by fire. But it can easily be seen that lumber so produced will of necessity have to sell at a higher price because of the increased cost in operating.

The report recommended that all lumber producers keep in touch and work in harmony with the national government and respective state organizations as far as practical, and suggested that to accomplish this, the association should be represented at the next conservation congress by at least two delegates.

Fire, it was argued by the committee, is the most serious element operating against conservation. The best methods for combating this menace will be adopted by the government, and the private operators should feel it incumbent upon them to co-operate with the government officials to best further proper methods for saving the present standing forests from loss or waste due to fires. Inasmuch as different sections of the country would require altogether different kinds of action, the committee merely recommended a broad plan which would entail the cutting of burned timber, maintenance of fire patrol, construction of lookouts, installation of telephone systems and the maintaining of friendly feelings with the natives.

With the proper protection against fire, the next most essential element is reforestation, in the opinion of the committee, which, according to the report, cannot be accomplished successfully by individual efforts. The committee argues that, first, the system of taxation is not favorable and, second, it requires too long a time to raise merchantable timber for an individual to find it a profitable investment. While it is mainly up to the government and state, still there are many places where the lumberman would gladly start reforestation if the tax system would allow it, and if seedlings could be purchased at a reasonable price.

The report then took up the peculiar conditions prevailing in New York state relative to conservation. In the empire state the constitution prohibits cutting of timber on state reserves, with the result that there are constantly millions of feet of timber which should be cut and removed, either on account of ripeness, storm or fire, which are left in the woods to rot, and constitute an utter waste. This, the committee, says, is negative waste, and in opposition to this the report points out what it calls positive waste, specifying the hewing of millions of railway ties from trees that would produce a good quality of lumber from that part which is reduced to chips and remains in the woods to feed fires and damage other timber. As another instance is cited the fact that only a small portion of the trees is utilized where the timber is remote from the market.

Relative to scientific forestry, the report states that it ought to be productive of much good, and recommends that the individual members of the association support and encourage forestry schools and open up their operations to the students of these institutions with a view of better fitting them from a practical way to deal with problems which they will have to confront in the future.

R. C. Lippincott, chairman of the Advisory Committee to American Forestry Association, made a brief address, covering the work of that organization.

C. O. Shepherd, chairman of Trades Relations Committee, in lieu of a report from that committee, read several communications, including one from the Eastern States Retail Lumber Dealers' Association, expressing entire satisfaction with the relations that had existed between the National Wholesale Lumber Dealers' Association and the retailers of the East during the past year.

President Higbie then introduced Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, who delivered the following address:

Lewis Doster's Address

Mr. President and Gentlemen of the convention: I want to contradict your president, if nobody else has done so during his regime. I allowed your president the privilege of selection and I think that is how I was called on first. Representing the Hardwood Manufacturers' Association of the United States, I am personally representing our newly elected president, Mr. W. B. Townsend, president of the Little River Lumber Company and the Clearfield Lumber Company of Tennessee and Kentucky respectively, who I know is a member of your organization. At the time of the receipt of your kind invitation to our association to meet with you and to appoint delegates, President Townsend, who contemplated a trip to the West coast, stated to me personally in Cincinnati, "I will appoint the delegates gladly, but they may not go. I want to go to this convention in Washington, but if I go to the coast, you have got to go." He went to the coast and I am here, gentlemen, to represent him personally and to extend the greetings of the Hardwood Manufacturers' Association of the United States, and its willingness always to co-operate in convention and association work.

On the subject of greetings from one association to another, you, as a wholesale lumbermen's organization, represent all of the woods of the United States. I can only talk on hardwoods, and naturally, the one subject which has been brought before you in this important subject of universal hardwood inspection; therefore, with the pleasure of the chair and the gentlemen here, I would be glad to reflect the conditions as coming from a sawmill operating standpoint of the territory which the association I am honored to represent covers. In supplementing my discussion on the question of grading, I would like to say that the organization covers the southern hardwood production of the United States. This begins geographically, at a line in Pennsylvania or Maryland, or close to the Mason and Dixon line, running southwest to the gulf of Texas. It covers the Appalachian mountain chain; it covers the Mississippi valley, with its delta country, and its overflowed lands, taking in eighteen or nineteen different kinds of hardwoods and a section of the country in which the climatic conditions, both winter and summer, are subject to the worst kind of hardships that represent the hardwood production of this country.

The association has been formed since 1902 and its aim in life has been to develop a systematic method of grading to assist the developments of the sawmill man. In all of our localities every sawmill operator is busy with a problem on his hands to get his product to the market in the most practical and feasible manner. He has spent, and the association has spent since its organization, over three hundred thousand dollars, with 90 per cent of it to the view of unifying hardwood inspection. The attitude of the Hardwood Manufacturers' Association, through its officers and membership, has been to work in unison with every community, a condition that will justify the work of unifying this inspection. Prior to 1902 there were a large number of hardwood grading rules representing different localities, and even in the localities that we represented in producing points. They all had local rules and when the lumberman manufacturer put up his stock in yards at the mill points, he did so without any knowledge of how lumber was to be graded when shipped to the various points which are determined after the lumber is cured. Since that time the grading rules have been given more thought and attention, with the result that there are practically only two rules of hardwood inspection in the field.

Since I have been here, I have been asked a number of questions by different members of your organization, as well as by personal friends, regarding the attitude of the membership of our association. I also listened with a great deal of interest to your president's report, which brought up this important subject of uniform hardwood inspection. I have listened to the report of your chairman, E. V. Babcock, on hardwood grading inspection, and to the discussion which took place immediately afterwards. In answering the questions which were asked of me which ran in this line, or theme, "Are the hardwood manufacturers sincere in wanting hardwood inspection," I did not know what to say, except "Yes," with a great big capital Y E S. There was no other stronger English word I could use to reflect the feelings of each individual member, and I have been the secretary of the association since its inception.

I desire also to call attention to the fact that in 1910 our association and the large body of representative lumbermen of the New York Lumber Trade Association and the Eastern States Retail Lumber Dealers' Association met in conference, and in dealing with the problem of eliminating any rules or conditions that were impracticable, I was then amazed to see how readily a condition can be overcome when you meet sincerely face to face with a square deal policy and equitable system of taking care of these problems; getting the big ones through, with the result that last year these organizations advanced a number of points by becoming able to have the opportunity of beginning what we believe is the final ending of the troubles of not having uniform inspection. I gladly state this at this time, for the reason that the Eastern States Retail Lumber Dealers' Association and the New York Lumber Trade Association are well known by you gentlemen,

Cincinnati.

Being raised a lumberman in Philadelphia, and to be here to address you gives me the pleasure of meeting you again, some of whom I have had the honor of knowing in the younger days of my life at the time my father was in the same line of business. That was when I first learned the business, and the nucleus of my lumber life began in the East. At that time, or shortly thereafter, owing to the location of certain banking interests in the sawmill country, I had the opportunity of studying the sawmill situation and the many peculiarities of grading by moving south. Since becoming the secretary of the Hardwood Manufacturers' Association, I have had the opportunity to visit the entire southern field of production, from the Pennsylvania line to the state of Texas. That has given me the opportunity to study conditions existing, not only in the membership, but of individuals representing a coterie of opinions. I have had the opportunity of discussing conditions with men at their homes (and there is no better place to discuss lumber than at such a place), and the special theme of conversation has been the universal system of grading hardwood. I know every man in the South is for that one system; I know he is going to do everything in his power to bring it about. When talked at their homes, at their tables—so much, in fact, that their wives have become interested in the subject of hardwood grading. At certain places I have been ordered to stop the discussion, by the women; at other places I have found women becoming so interested in this universal system of grading, especially so when they believe, if it is ever put through, their husbands will never need to go to any more lumber conventions.

The relation as a hardwood manufacturing organization to the wholesale element of the trade has been closely allied. The membership of our organization represents a great many people who are operators as well as wholesalers; there are men who operate more and wholesale less, and a great many who wholesale more and operate less. The times and conditions often vary such interests. We, as a manufacturing industry of the South, realize the necessity of a wholesale industry. There are a number of operating firms who cannot sell direct, but need the wholesaler and the wholesale element to sell their product for them. The interchange of lumber business in our own organization gives me the opportunity to study such conditions. We have a main office in Cincinnati, which is the most local point, and a point where the most hardwood passes through, and a price basis point from the southern standpoint, between the South and the North. Then we have our eastern office in New York. In our main office we disseminate the information which becomes necessary to the vast amount of inquiries which we receive from all over the United States and European points. We gladly give information; we are not a close confined organization. Our conventions are always open; everyone is invited; the discussions are important, and for the good and the uplift of the organization and the trade at large. Discussions concerning the manufacturer, the wholesaler and the consumer are gladly taken up and the manufacturer, the wholesaler and the consumer are taken into conference when it becomes necessary to make laws and regulations. At this time I want to invite the membership here to feel that we are striving to keep in closer relation with you. The information which we give you is open; our books are open; everything is open to you; we have nothing to conceal, and our main hope and desire is to bring the different classes of the industry into closer touch with each other. We have a hard problem in the South of operating and we want the help of the other sections of the country, because we need it.

With regard to the question of universal inspection, I think you have gone along excellent lines with the work you accomplished yesterday. In my study of the work, the men who will

men who will look at the conditions, not from a consuming standpoint of a local territory, but from the standpoint of the entire United States, North, East, South and West, and our export trade. They must look at the producing and not as a hardwood operating point in the northeastern part of the United States, in New York, New Hampshire or Vermont, nor only points of hardwood production, Michigan, Wisconsin and Minnesota, nor even the vast southern production I represent, but the entire operating points which take in the eastern part of the United States east of the Mississippi river. With that in mind and the idea that they will treat each and every individual point fairly and squarely, I believe this inspection matter can be brought about, and I can faithfully promise, representing the association as I do, every line of help that can be given to bring such a condition about. I thank you. [Applause.]

Following this address, the president introduced F. A. Diggins, president of the National Hardwood Lumber Association, who addressed the convention as follows:

Mr. Diggins' Talk

President Higbie and members of the National Wholesale Lumber Dealers' Association: On behalf of the National Hardwood Lumber Association I desire to thank you, sir, and members of your association for the kind invitation to attend this meeting. I assure you that I have enjoyed myself thoroughly and that I have listened with profit to the very able papers that have been read here and to the comprehensive committee reports that have been made.

I notice in looking over the delegates to this convention that I see many familiar faces. I see men in this assembly here who are members of my own cabinet. I see a great many members upon whom I rely for council and support in the administration of the affairs of the National Hardwood Lumber Association. That convinces me that our interests are, to a certain extent at least, common interests, and I desire to compliment you upon the quality of your membership. This, Mr. Chairman, is as far perhaps as I would have gone had I not had the pleasure of being present yesterday afternoon. My friend Mr. Babcock in making his report as chairman of the Committee on Inspection Rules saw fit to refer to the two hardwood associations, or at least to compare them to two women who were in a scrap. He went a little farther than that and said, I believe, a street car was not a good conveyance to move lumber on. Another gentleman whose name I have not the honor of having, likened the association to the corpse of an Irishman whose widow had prepared him to go to heaven, at quite an expense, and then said he looked as if he wasn't fit to go to hell. Then the unkindest cut of all came from my friend Uncle John Woods when he likened it to the boy who said that if he had a million dollars he wouldn't do a thing but lay down in the road. I enjoyed those things immensely. In fact, I don't know but what we are entitled to them. [Laughter.] At any rate, I appreciate them and I assure you that I take no offense whatever. I am very glad I heard this before I was called upon to address you.

Now I am willing to go a little further in the direction of uniform inspection than my friend Mr. Doster. I state upon oath I will surrender my job to bring about that most hoped-for condition. [Applause.] Mr. Doster didn't say that, but I am sure he would do it.

The National Hardwood Lumber Association, as some of you know perhaps, is one of the oldest national lumber associations in the country; not the oldest, but one of the oldest. We are now in our fifteenth year. I think that I can state without fear of successful contradiction that it is the largest national lumber association in the United States. I don't mean to compare it with associations that have affiliated membership, but I mean direct, positive membership. We have a membership of 740. We have taken in since the 10th of last June—a little less than nine months—104 members. I admit that that is a pretty good sized association. The association from its inception has been composed of manufacturers and wholesalers, and I say to you now, gentlemen, that we have more manufacturers of hardwood lumber in our association than there are in any other association in the United States. The chief function of the National Hardwood Lumber Association—and I don't know but what I could say the sole function—has been the promulgation and interpretation of rules of inspection for hardwood lumber. We have in our employ today twenty-two salaried inspectors, none of whom receive a salary of less than $1,200 a year; and in addition to those we have from thirty-five to forty that we term "fee men." These men are located largely on the Great Lakes, and those of you who are familiar with cargo shipments know there are times when you are rushed and need eight or ten men to load a vessel and then they have to wait a week for another. Consequently we do not find it convenient to employ salaried men at those points, but we do employ the fee men. Our association is a most democratic association; it covers thirty-two states or we have members in thirty-two states of the Union. If any other association has members in any states that we have not I have never been acquainted with the fact. We have some members in Canada, half a dozen or more, and you will notice, Mr. Chairman, that in this respect we have been practicing a limited reciprocity with Canada for some time without detriment to either side so far as I know. [Applause.]

Our inspectors inspected last year and issued certificates for 116,000,000 feet. I want to state right here, gentlemen, that I haven't made a statement to you this morning with reference to our membership, with reference to its location, with reference to the number of inspectors and amount of feet inspected by our body that I will not swear to here and now. Some of you, I think, know me well enough to accept my statement; if you do not, I will prepare and make an affidavit for you now.

We believe, gentlemen, standing as we do as the largest and oldest hardwood association in the United States, larger by double than any other, having a fully equipped bureau for the purpose of inspecting lumber and meeting the demand promptly, of meeting not only our members, but our patrons, that we are the logical association to carry on the hardwood inspection business of this country. Nevertheless we are willing and anxious to do anything that we can to get this association business into the hands of one bureau; one bureau with one set of rules, one yard stick. Everybody knows, if they will only stop and consider for one moment, that you cannot legislate value into a piece of lumber because someone will call a one by five-eighths a standard with a defect in it a second, and that piece of lumber is not worth any more to the ultimate consumer than if you call it a No. 1 common. Now there are little differences like that in the different associations that can be reconciled and should be reconciled and we should have but one set of rules and one inspection board in the United States. Our friends, I understand, have made it impossible for us to reach this result within five years from the first day of last June because everyone knows that rules which will be uniform must of necessity be compromise rules; the bad must be eliminated from each set and the good features brought together in one good whole. Now, then, if our friends won't do anything in five years we are prevented from reaching the ultimate universal inspection.

Gentlemen, I have made these few remarks in good faith and I thank you sincerely for your kind attention, and I thank you, Mr. Chairman, for giving me the opportunity to speak to you. [Applause.]

C. R. Pettis, superintendent of forests of the state of New York, was then introduced. He delivered an address on the subject of forestry reserves and the work which is being done by the empire state in the protection to the lands owned by the state in the Adirondacks and Catskills.

At this moment Gifford Pinchot, ex-chief forester of the United States, entered the room and, owing to the acclaim with which he was received, the president was unable to make a formal introduction. Mr. Pinchot spoke as follows concerning the attempt being made to foist disastrous legislation inimical to forest service that is at present prevailing in Congress. His address follows:

Mr. Pinchot's Address

Gentlemen, one of the luckiest things that has happened to me in a long time is the fact that you are here in session this morning. I sent down to ask if I could speak because I have something that I want to say to you. Just this morning it was discovered while the agricultural bill was before the Senate and while the usual attack made year after year on the appropriation for the forest service by Senator Heyburn and a few of his friends was going on, an attack, which as a rule has been one of the best assets the service has had, because men are known by their enemies as well as their friends [applause], the following amendment was adopted:

"Provided that all land upon which there is growing less than 4,000 feet of merchantable timber, board measure, per acre, shall be excluded from the forest reservations, and no part of any appropriation herein made shall be extended upon any of the lands thus excluded."

Now this amendment if adopted will destroy the national forest system just about as effectively as if all the forests were thrown back at one blow into the public domain, and I make this statement carefully and in all seriousness. You gentlemen know that to count out of any timber land every quarter section that does not conform to a special requirement of this kind, is substantially to make it impossible to handle the thing. Furthermore, this provision would exclude from the national forests every tract upon which trees are being planted, every tract from which the old timber has been burned away and young growth coming on, every tract of production of every kind; substantially

every tract of young stuff less than fifty years old, and the west is full of millions of acres literally of young timber just about to come into bearing, but at present just under merchantable size and carrying—most of it—much less than four thousand feet board measure to the acre. It would cut out every mountain tract, every watershed that was above the belt of heavy timber and all the timber land above the timber line. In other words it would take the national forests from a solid body of land that you can handle and that has some value to protect the water supply, that is good for the production of timber, that is valuable for other purposes—and cut it up into ribbons and make it absolutely impossible to do anything with. To make that statement clear I want to say if a rule of this kind were applied to the very best managed forests in the world—for example, if the German state forests were cut up under a provision of this kind, or the French forests or the Swiss or the Austrian forests, any of the models that are models today for the rest of the world, they would be destroyed with the same certainty this amendment, if it is adopted, will destroy the forests of the United States.

So that the situation is serious and it is mighty lucky for us who are interested in forestry, that you who are equally interested, should be here today. The national forests are made to be used. This amendment would absolutely stop timber cutting on the forests unless you would take out timber and leave still four thousand feet to the acre, which in the vast majority of cases is absolutely impracticable. Of course it was not intended to do anything but to destroy the forests—we all know that, and it was devised with great skill and submitted at a time in the evening when many of the friends of the national forests were away and it is an admirable example of the way how, during the last days of a session, things that ought not to pass Congress, will be pushed through. You gentlemen know what the fight has been; your reception of Professor Graves this morning—for I saw him after he came away from here—indicates what you think about the national forests and the work that is being done there, and I am glad to be able to tell you about a thing of this kind. Nobody who knows anything about public opinion in the United States believes for one second that in adopting this amendment the Senate responded to any public sentiment of any value anywhere, but to the sentiment of the few men who want to grab what they ought not to get and what the forest service has been fairly successful in preventing them from getting.

It breaks up fire protection entirely. With everything worse than a checkerboard and occasionally a little patch here and there, with the rest of it open and in private hands, it makes fire protection enormously difficult. It would lead to the destruction of the national forests in whatever direction you followed the work up.

Just as an illustration of the way things are done on the hill right now, I might add that Senator Carter secured the adoption of an amendment last night which forbids the Forest Service to spend any money for the examination of mining claims which do not contain merchantable timber. One of the industries which the Forest Service has most successfully interfered with is the fraudulent mining business. For years past many men have been in the habit of getting mining claims, whether they have minerals on them or not, and capitalizing and selling stock. We have fought those men steadily and up to now we have beaten them and hope to keep on beating them. I say "we" because I do not get in the habit of thinking I do not belong to the Forest Service. [Applause.] Now this amendment preventing the examination of these claims except where there is merchantable timber on them is merely intended, or it will have the effect anyhow—for I prefer not to impute motives but to show what effect of action is—of turning loose these fraudulent mining men in great numbers to take up these claims and hold them in spite of the service, and would permit mining claims to be located over water power, fish ponds and areas from which we have been having a hard time to keep these grafters away. That is the effect of the Carter amendment. The effect of the Heyburn amendment I have already described to you and I should like to urge, and I don't think you will need much urging, that this body take action today on these two matters.

Both amendments have passed the Senate and are now in the hands of the conferees and Congress will take them up this afternoon, and I hope you will make your position exceedingly clear on this subject, and if you can, make it clear at the White House when you go there this afternoon. [Applause.]

Now gentlemen, I should have more pleasure in talking about this thing if I weren't as angry as I am. I think it is enough to make any honest man pretty hot under the collar to have amendments of this kind—obviously intended to defeat the public interest—slip through the Senate of the United States as these have been, and I think the only thing that any of us can do about it is to say out loud exactly what we think of the measures and the men who are responsible for them. I thank you very much for your attention. [Applause.]

The report of the Committee on Coast Ass Insurance, owing to the absence of Charles Hill, chairman, was on motion omitted, but ordered printed in the official report of the association.

The same action was taken on the report of Committee on Lake Insurance, owing to the absence of M. E. Preisch, chairman. In substance the report was as follows:

Report of Committee on Lake Insurance

The report of the Committee on Lake Insurance stated that it had been appointed too late in the season in 1910 to take up the suggestion of organizing a Mutual Marine Insurance Company. While one such company has existed very successfully in one of the lake cities, the report expresses the opinion that the members of this company would probably not look favorably upon enlarging to embrace all lake ports, or towards participating in the organization of such a company. Correspondence with members of the committee, with a view of taking up the suggestion for 1911, disclosed a rather unfavorable sentiment as long as the premium rate of the other company is not advanced beyond last season's figures. It is recommended by the committee for these reasons that it would be impossible to successfully organize a Mutual Marine Insurance Company among the lumber dealers around the Great Lakes. At the same time it suggests the necessity for continuing a lake insurance committee of the association for the general good.

The committee on nomination of trustees then reported as its choice: Lewis Dill, Baltimore; C. H. Prescott, Cleveland; B. Franklin Betts, Philadelphia; E. L. Fisher, Cleveland; W. W. Knight, Indianapolis; Frank C. Rice, Springfield, Mass., and R. L. Vandervoort of North Tonowanda, N. Y.

A. J. Chestnut of Buffalo presented for nomination in opposition to Mr. Vandervoort the name of W. W. Reilly of Buffalo. On suspension of the rules the secretary was authorized to cast the ballot for the first six named trustees, who had no opposition, and a ballot was cast between Messrs. Vandervoort and Reilly, resulting in the majority of votes for Mr. Vandervoort—sixty-five to forty-two. The election of Mr. Vandervoort was made unanimous.

Chairman Higbie announced that he was not a candidate for re-election to the presidency and invited an expression by members of their choice for president for the ensuing year.

George F. Craig placed in nomination Fred R. Babcock of Pittsburg, which motion was seconded by Messrs. Hastings, Lippincott, Diebold, Higbie and Underhill. An expression of choice of this sort being paramount to an election, Mr. Babcock was brought into the room and acclaimed as the next president of the organization. He was welcomed by Retiring-president Higbie and made a brief and feeling address of thanks for the honor that has been conferred upon him.

The chair next appointed a committee to draft a resolution on the matters presented by Gifford Pinchot to both the president and the various members of the House and Senate, consisting of Messrs. Dill, Sykes and E. V. Babcock. This special committee presented the following resolutions, which were adopted:

Special Resolutions

Whereas, The Heburn Amendment providing that all land upon which there is growing less than 4,000 feet of merchantable timber shall be excluded from the national forests was adopted in the Senate last night, and

Whereas, The effect of this amendment would be to destroy the national forests by excluding from them all planted areas, all burnt areas, all land covered with young growth, and all nontimbered lands under forest reproduction, would lay them open to ravages of fire, prevent the practice of forestry and defeat the purpose for which they were created, namely, to protect the water supply and produce timber, and

Whereas, The Carter Amendment, adopted at the same time, would prohibit the Forest Service from interfering with fraudulent mining claimants whose claims do not include merchantable timber, would open the forests to fraudulent appropriation and thereby increase the risk of fire to an alarming extent, and

Whereas, As practical lumbermen, operating in thirty-two states of the Union, we know and approve the national forest policy and realize the extreme danger which would result from the passage of these amendments; therefore be it

Resolved, That we, the National Wholesale Lumber Dealers' Association, in convention today, do protest most vigorously against the passage of these amendments and call upon the President and our representatives in Congress to see that these amendments are defeated.

The regular Committee on Resolutions then presented the following report, which was unanimously adopted:

Report of Resolution Committee

Resolved, That the members of this association, recognizing the desire and the necessity for a single standard of inspection in hardwood lumber in the interest of the entire trade, indorse the suggestions made in the report of the Hardwood Inspection Committee and recommend that this report be adopted by the convention and that a committee as proposed in the report be appointed or the matter be handled in such manner as in the judgment of the president and Board of Trustees may be most effective.

Resolved, That the members tender to President Higbie and his associate executive officers appreciation of their efficient services and successful handling of the association's interests during the year.

Thereafter the meeting adjourned to attend the reception of the President of the United States in the east room of the White House.

Following the reception at the White House, the meeting of the Board of Trustees took place, at which F. R. Babcock was elected president, Franklin E. Parker of Saginaw, Mich., first vice-president; Nelson H. Walcott, second vice-president; Frederick W. Cole, treasurer, and E. F. Perry, secretary.

During the evening a reception, musicale and dinner were tendered the ladies accompanying the delegates in the red room of the New Willard hotel, and the banquet hall of the hotel. These two functions were of the highest order, both from a gastronomical and oratorical standpoint, and were largely attended.

Attendance

F. R. Babcock, Pittsburg, Pa.; President E. V. Babcock & Co., and Northwestern Lumber Dealers' Association.

R. D. Baker, Pittsburg, Pa.

[illegible] Lumber Manufacturers' Association.

Hon. James Francis Burke.

C. H. Carpenter, Providence, R. I.

Fred A. Diggins, Cadillac; President National Hardwood Lumber Association.

Lewis Dill, Baltimore; Lewis Dill & Co.

Lewis Doster, Cincinnati; Secretary Hardwood Manufacturers' Association.

[illegible]

William C. McBride, Philadelphia; President [illegible] vania.

[illegible] tion Association.

[illegible]

R. Johnson Perrine, Brooklyn N. Y.; President [illegible]

[illegible] Lumber Dealers' Association.

Hon. Gifford Pinchot.

A. Schumaker, Waterbury, Conn.; President Retail Lumber Dealers' Association of Con[illegible]

J. V. Stimson, Huntingburg, Ind.

H. H. Tift, Tifton, Ga.

Frederick S. Underhill, Philadelphia, Pa.; Wistar, Underhill & Co.

Nelson H. Walcott, Providence, R. I.

Richard S. White, Brooklyn, N. Y.; President Eastern States Retail Association.

John M. Woods, East Cambridge, Mass.; John M. Woods & Co.

J. M. Adams, Baltimore, Md.; Wood-Mosaic Company.

T. T. Adams, Richmond, Va.; T. T. Adams Company.

E. L. Andrews, New Bethlehem, Pa.; C. E. Andrews Lumber Company.

L. L. Asbley, Utica, N. Y.; Norwood Manufacturing Company.

Charles Atherton, Philadelphia, Pa.; Charles Atherton & Co.

E. V. Babcock, Pittsburg, Pa.; E. V. Babcock & Co.

Richard P. Baer, Baltimore, Md.; R. P. Baer & Co.

E. N. Bagg, Springfield; Secretary Massachusetts Retail Lumber Dealers' Association.

A. T. Baker, Edenton, N. C.; Branning Manufacturing Company.

I. F. Balsley, Pittsburg, Pa.; Palmer & Semans Lumber Company.

George J. Barker, Boston, Mass.; Barker & Co.

W. E. Barnes, St. Louis, Mo.; St. Louis Lumberman.

B. Franklin Betts, Philadelphia, Pa.; Charles M. Betts & Co.

William T. Betts, Philadelphia, Pa.; Charles M. Betts & Co.

H. Billetter, Philadelphia, Pa.; Lumber Insurers' General Agency.

H. D. Billmeyer, Cumberland, Md.; Billmeyer Lumber Company.

L. C. Blades, Elizabeth City, N. C.; Foreman-Blades Lumber Company.

J. L. Blizzard, Lynchburg, Va.; Virginia-Carolina Lumber Company.

George R. Blount, Lacona, N. Y.; Blount Lumber Company.

H. L. Bowman, Baltimore, Md.; R. E. Wood Lumber Company.

Owen M. Bruner, Philadelphia, Pa.; Owen M. Bruner Company.

Guy I. Buell, Spring Hope, N. C.; Montgomery Lumber Company.

S. Burkholder, Crawfordsville, Ind.; S. Burkholder Lumber Company.

J. Danforth Bush, Wilmington, Del.; J. D. Bush & Co.

Joseph W. Butler, Boston, Mass.; W. R. Butler & Co.

W. R. Butler, Boston, Mass.; W. R. Butler & Co.

J. M. Camp, Franklin, Va.; Camp Manufacturing Company.

R. G. Camp, Franklin, Va.; Camp Manufacturing Company.

J. H. Campbell, Philadelphia, Pa.; Currie & Campbell.

F. E. Cantrell, Mobile, Ala.; Haviland Lumber Company.

Henry Cape, New York.

A. R. Carr, New York Lumber Trade Journal.

F. J. Caulkins, New York; Lumbermen's Review.

G. M. Chambers, Philadelphia, Pa.; Kendall Lumber Company.

Walter E. Chamberlin, Boston, Mass.; Lumber Trade Club.

G. J. Cherry, Charleston, S. C.; North Carolina Pine Association.

Charles M. Chestnut, Philadelphia, Pa.; Yellow Pine Company of Philadelphia.

W. W. Christian, Richmond, Va.; T. T. Adams Company.

W. T. Christine, Chicago, Ill.; American Lumberman.

Alexander B. Clark, Newark, N. J.; Clark & Co., Inc.

S. C. Clark, Atlantic City, N. J.; West Side Lumber Company.

S. W. Clarke, Norfolk, Va.; Roanoke Railroad & Lumber Company.

Frederick Cleveland, Albany, N. Y.

John W. Coles, Philadelphia, Pa.

J. B. Conrad, Glenwood, Fla.; Bond Lumber Company.

Horton Corwin, Jr., Edenton, N. C.; Branning Manufacturing Company.

George C. Craig, Durbin, W. Va.; Dill, Craig & Co.

J. G. Christe, Pittsburg; Interior Lumber Co.

Daniel B. Curil, Philadelphia, Pa.

R. P. Currie, Washington, D. C.; Wood-Mosaic Company.

Fisher Dalrymple, Philadelphia, Pa.; S. B. Vrooman Company, Ltd.

James Sherlock Davis, Brooklyn, N. Y.; Cross, Austin & Ireland Lumber Company.

E. H. Defebaugh, Chicago, Ill.; The Barrel and Box.

A. J. Diebold, Pittsburg; Forest Lumber Co.

L. Allen Dill, Durbin, W. Va.; Dill, Craig & Co.

John D. Dinkle, Tarrytown, N. Y.; Dinkle & Jewell Co.

Parker D. Dix, Baltimore, Md.; Surry Lumber Company.

W. E. Douglas, Painesville, Ohio.

John J. Duffy, Jr., Baltimore, Md.; Lafayette Mill & Lumber Company.

E. L. Dunn, Pittsburg, Pa.; Allegheny Lumber Company.

K. R. Dunton, Boston, Mass.

F. A. Dudley, Philadelphia, Pa.; Atlantic Coast Lumber Corporation.

William M. Dwight, Detroit, Mich.; Dwight Lumber Company.

Edward Eiler, Pittsburg, Pa.; Edward Eiler Lumber Company.

G. R. Eisenhauer, Baltimore, Md.; Eisenhauer, MacLea & Co.

B. H. Ellington, Richmond, Va.; Ellington & Guy.

J. M. English, Asheville, N. C.; J. M. English & Co.

Henry K. Field, Alexandria, Va.; Henry K. Field & Co.

H. S. Field, Philadelphia; Justice P. Taylor & Co.

W. W. Finlay, Washington, D. C.

Frank Foster Fish, Chicago; Secretary National Hardwood Lumber Association.

George E. Fisher, Boston, Mass.; L. N. Godfrey Company.

Edward W. Flagg, Potsdam, N. Y.

J. W. Floyd, Philadelphia, Pa.; Floyd-Olmstead Company.

Marcus L. Foster, Worcester, Mass.; Stone & Foster Lumber Co.

W. G. Frost, New York, N. Y.; White, Frost & White.

H. A. Fuller, Boston, Mass.; Furber, Stockford & Co.

H. C. Hallam, Washington, D. C.; Southern Lumberman.

H. W. Harney, Providence, R. I.; W. M. Weston Company.

M. W. Hart, Boston, Mass.

Walter T. Hart, New York; Price & Hart.

Elliott K. Harroun, Watertown, N. Y.; J. E. Harroun & Son.

J. M. Hastings, Pittsburg, Pa.; J. M. Hastings Lumber Company.

Frank B. Haviland, New York; Haviland Lumber Company.

Frank Hawkins, Ottawa, Ont.; Secretary Canadian Lumbermen's Association.

E. B. Hayman, Philadelphia, Pa.; William H. Fritz & Co.

J. H. Henderson, Pittsburg, Pa.; Kendall Lumber Company.

S. S. Henderson, Brookville, Pa.; Pocahontas Lumber Company.

W. W. Henritze, Welch, W. Va.; Welch Lumber Company.

Edward Hines, Chicago, Ill.; Edward Hines Lumber Company.

Martin C. Hughes, Jersey City, N. J.; Sea Coast Lumber Company.

William A. Jackson, Philadelphia, Pa.; Jackson-Wyatt Lumber Company.

William H. Judd, Stamford, Conn.; Getman & Judd Company.

H. J. Gates, Louisville, Ky.; Louisville Point Lumber Company.

L. Germain, Jr., Pittsburg, Pa.; The Germain Company.

Frank M. Gillingham, Philadelphia, Pa.; F. C. Gillingham & Son Co.

H. H. Gibson, Chicago; HARDWOOD RECORD.

Emil Guenther, Philadelphia, Pa.

Robert G. Kay, Philadelphia, Pa.

H. T. Kerr, Buffalo, N. Y.

A. W. Kent, Philadelphia, Pa.; J. S. Kent Company.

W. W. Knight, Indianapolis, Ind.; Long-Knight Lumber Company.

George B. Lapping, New Albany, Ind.; Wood-Mosaic Company.

William T. Lawton, Baltimore, Md.; Joseph Thomas & Son.

W. C. Lawton, Philadelphia, Pa.; Charles M. Betts & Co.

George E. Lewis, Azalea, N. C.; McEwen Lumber Company.

Robert M. Libbey, Washington, D. C.; John L. Roper Lumber Company.

William E. Litchfield, Boston, Mass.

H. M. McDade, Washington, D. C.; E. A. Souder & Co.

W. B. McEwen, Asheville, N. C.; McEwen Lumber Company.

James McKelvey, Somerset, Pa.

Hugh McLean, Buffalo, N. Y.; Hugh McLean Lumber Company.

W. H. Mace, Brandy, Va.

B. B. Manchester, Providence, R. I.

J. Frederick Martin, Philadelphia, Pa.; Secretary Pennsylvania Lumbermen's Association.

Charles P. Maule, Philadelphia, Pa.

George H. Mell, Kane, Pa.

C. I. Millard, Norfolk, Va.; John L. Roper Lumber Company.

J. J. Milleison, Mechanicsburg, Pa.; Joseph Milleison's Sons.

Charles Milne, New York; The Milne Brothers Company.

W. W. Mitchell, Washington, D. C.; Mitchell & Weaver.

J. B. Montgomery, Pittsburg, Pa.; American Lumber & Manufacturing Company.

L. T. Morland, Pittsburg, Pa.; Morland-Ricks-Hughes Company.

Fred S. Morse, Springfield, Mass.; Fred S. Morse Lumber Company.

Theodore Mottu, Baltimore, Md.; Theodore Mottu & Co.

Frank A. Niles, New York; Barker-Bond Lumber Company.

A. E. O'Conner, Philadelphia, Pa.; Pennsylvania Door & Sash Company.

Frank W. Page, Boston, Mass.; Parker & Page Company.

Carlyle Patterson, Boston, Mass.; Carlyle Patterson & Co.

Louis H. Parker, New York; Lumber Underwriters.

G. Waldo Parrott, Providence, R. I.; Secretary Lumber Dealers' Association of Rhode Island.

Hy Palmer, Langhorn, Pa.

R. L. Palmer, Boston, Mass.; Palmer-Hunter Lumber Company.

T. B. Palmer, Uniontown, Pa.; Palmer & Seman's Lumber Company.

F. K. Paxton, Bristol, Tenn.; Paxton Lumber Company, Inc.

Justin Peters, Philadelphia, Pa.; Pennsylvania Lumbermen's Mutual Fire Insurance Company.

Harry C. Philbrick, Boston, Mass.; H. C. Philbrick Company.

W. S. Phippen, New York; traffic manager, Northwestern Lumber Dealers' Association.

C. H. Prescott, Jr., Cleveland, O.; Saginaw Bay Company.

A. K. Rabe, Pittsburg, Pa.; Commercial Sash & Door Company.

F. W. Raine, Evenwood, W. Va.; Raine-Andrews Lumber Company.

J. T. Raine, Evenwood, W. Va.; Raine-Andrews Lumber Company.

James M. Reilly, Newark, N. J.; Secretary New Jersey Lumbermen's Protective Association.

W. W. Reilly, Buffalo, N. Y.; W. W. Reilly & Bro.

Laurens P. Rider, New York, N. Y.

Frank C. Rice, Springfield, Mass.; Rice & Lockwood Lumber Company.

E. C. Robinson, United States Treasury Department.

Fred M. Rockwell, Philadelphia, Pa.; Pennsylvania Door & Sash Company.

R. J. Rogers, Pittsburg, Pa.; Allegheny Lumber Company.

J. J. Rumbarger, Philadelphia, Pa.; Monarch Lumber Company.

R. W. Schofield, Philadelphia, Pa.; Schofield Brothers.

W. W. Schupner, New York, N. Y.; National Wholesale Lumber Dealers' Association.

Walter Scott, Philadelphia, Pa.; Owen M. Bruner Company.

Henry W. Sears, Middleboro, Mass.; President Massachusetts Retail Lumber Dealers' Association.

J. C. Shaw, Bridgeport, Conn.; West End Lumber Company.

William P. Shearer, Philadelphia, Pa.; Samuel H. Shearer & Son.

C. O. Shepherd, New York, N. Y.; Davison Lumber Company, Ltd.

Samuel Slonaker, Philadelphia, Pa.

E. K. Shumaker, New Bethlehem, Pa.; C. E. Andrews Lumber Company.

Rufus L. Sisson, Potsdam, N. Y.; A. Sherman Lumber Company.

Thomas M. Sizer, New York, N. Y.; Robert R. Sizer & Co., Inc.

C. O. Skinner, Boston, Mass.; C. O. Skinner Company.

Hon. John H. Small, Washington, D. C.

George L. Smith, Washington, D. C.

Thomas W. Smith, Washington, D. C.

Ralph Soder, Philadelphia, Pa.; Eli B. Hallowell & Co.

S. Ashton Souder, Philadelphia, Pa.; Edmond A. Souder & Co.

William W. Stevens, United States Treasury Department.

William B. Stillwell, Savannah, Ga.; Southern Pine Company of Georgia.

George W. Stone, Boston, Mass.; Stone Lumber Company.

E. H. Stoner, Pittsburg, Pa.; Erving & Stoner Company.

H. R. Stubbs, Baltimore, Md.; John L. Roper Lumber Company.

A. W. Swain, New York; Swain, Allcock & Swain.
C. L. Sykes, Buffalo, N. Y.; Emporium Lumber Company.
Samuel B. Taylor, Buffalo, N. Y.; Taylor & Mason.
W. H. M. Thomas, Philadelphia, Pa.; P. R. R.
M. S. Tremaine, Buffalo, N. Y.; Montgomery Lumber Company.
W. G. Underwood, Hartford, N. C.; Albemarle Lumber Company.
W. B. Van Allen, Carthage, N. Y.
W. E. Van Wert, New York, N. Y.; Emporium Lumber Company.
William P. Vaughn, Providence, R. I.; L. Vaughn Company.
George E. Walker, Washington, D. C.
T. Walklate, Montreal, Can.; Canadian Pacific Railway.
R. L. Walkley, New Haven, Conn.; Holly Lumber Company.
George E. Waters, Baltimore, Md.; George E. Waters & Co.
P. Elmer Weitzel, Philadelphia, Pa.; P. Elmer Weitzel Bros. & Sons.
Wendell M. Weston, Boston, Mass.; W. M. Weston Company.
Irving Whaley, Bristol, Va.; Whaley-Warren Lumber Company.
George R. Wheeler, Cumberland, Md.
E. P. Wheeler, Endeavor, Pa.; Wheeler & Dusenberry.
Henry Whelpton, Philadelphia, Pa.; Owen M. Bruner Company.
F. W. Whiteman, Philadelphia, Pa.
J. Randall Williams, Jr., Philadelphia, Pa.; J. Randall Williams & Co.
Alex Willson, Pittsburg, Pa.; Willson Brothers Lumber Company.
Christopher W. Wilson, Brooklyn, N. Y.; C. W. Wilson & Co.
J. I. M. Wilson, Pittsburg, Pa.; The Germain Company.
P. W. Wood, Worcester, Mass.; P. W. Wood Lumber Company.
E. M. Yerks, Yonkers, N. Y.; Yerks & Co.
Geo. C. Young, Cumberland, Md.; Brenmeyer Lumber Company.
C. W. Zeigler, Duquesne, Pa.; Zeigler Lumber Company.
L. A. Amsler, Marion, Va.; United States Spruce Lumber Company.
J. C. Campbell, Marion, Va.; United States Spruce Lumber Company.
W. P. Craig, Pittsburg, Pa.; W. P. Craig Lumber Company.
R. V. Gibson, Newark, N. J.
J. F. Glasby, Newark, N. J.; J. F. Glasby Lumber Company.
Charles H. Hershey, Newark, N. J.; Stone & Hershey, Inc.
I. Newton Rudgers, Montclair, N. J.; I. Newton Rudgers Lumber Company.
J. F. Stone, Newark, N. J.; Stone & Hershey, Inc.

Northern Hemlock and Hardwood Manufacturers Hold Meeting

The Northern Hemlock & Hardwood Manufacturers' Association convened for special session in Wausau, Wis., on March 1. The discussions and reports to which the members listened tended to show a decidedly more optimistic feeling, particularly in regard to the hemlock situation. The consensus of opinion was that conditions at present are in better shape than at any time during the last three years, and are constantly attaining a more favorable aspect.

The report of Secretary R. S. Kellogg showed in detail the actual statistics pertaining to the hemlock market. Mr. Kellogg pointed out that the actual cut for this winter would aggregate 70,000,000 feet less than the manufacture of 1910, which represents a reduction of approximately sixteen per cent.

The morning session was devoted to a general discussion of market conditions in the hemlock business, during which it was brought out that the increased cost of production, coupled with the unsatisfactory and unfair prices prevailing, have reduced the visible profit to the diminishing point. Most members reported hemlock stocks in pretty good condition, though there is a noticeable shortage in some items. If the sentiment which was voiced at the meeting is given more concrete form, the operators in hemlock will either maintain an advanced price or temporarily discontinue operations.

The afternoon was given over to a discussion of the hardwood situation. A. L. Osborne, chairman of the Legislative Committee, read the following bills introduced by Representative J. H. Bennhardt of Neenah before the Wisconsin assembly. The importance of these suggestions, if enacted into law, is self-apparent to anyone who is directly connected with the manufacture and transportation of products of the woods. The first bill is as follows:

SECTION 1. There is added to the statutes a new section to read: Section 1798-A.

1—It will be unlawful for any railroad company to make or offer any reduced or special rate for or to transport any saw logs or other logs, pulp wood, shingle bolts, posts, poles, piling stulls or other similar forest products at a reduced rate in consideration of an agreement on the part of the owner or consignee of said enumerated forest products to reship the same



R. S. KELLOGG, WAUSAU, SECRETARY

or any part thereof when in a manufactured state, over the lines of such railroad companies.

2—Failure on the part of any railroad company to comply with the provisions of this section shall subject such company to a penalty equal to double the amount charged for the carriage of each carload of such materials involved in the failure, and to the cost of collecting such penalty. Such penalty shall be collected in an action brought in the name of the consignee or owner of the materials carried as plaintiffs by the district attorney in the county of the destination of such carload or carloads of material, and one-half of such penalty shall be paid to the plaintiff and the other half to the county in which such action is prosecuted.

SECTION 2. This act shall take effect and be enforced from and after its passage and publication.

The second bill presented is with a view of establishing a uniform mileage rate upon forest products and is as follows:

SECTION 1. There is added to the statutes a new section to read: Section 1798-B.

1—All railroads shall charge a uniform rate per mile of carriage for all saw logs and other logs, pulp wood, shingle bolts, posts, poles, piling stulls and fuel wood in carloads, whether in bark or peeled, or whether split or hewn and whether such material is for manufacture or not. The rate to be charged shall not exceed two cents for each 100 pounds for each 100 miles of carriage. However, nothing in this act shall be construed so as to authorize an increase in rate now charged for the carriage of such material.

2—The actual weight shall be the basis for computing the charge for the carriage of any carload of the materials enumerated in sub-section 1 of this section, provided that in no case shall the minimum charge for the carriage of any such carload of such material be less than $4, and provided that in no case shall switching charges be made by any railroad for switching any such carload or carloads of material.

3—Failure on the part of any railroad company to comply with these provisions shall subject such company to a penalty equal to double the amount charged for the carriage of each carload of such materials involved in the failure and to the cost of collecting such penalty. Such penalty shall be collected in an action brought in the name of the consignee or the owner of the materials carried as plaintiff by the district attorney in the county of the destination of such carload or carloads of material and one-half of such penalty shall be paid to the plaintiff and the other one-half to the county in which such action is prosecuted.

SECTION 2. This act shall take effect and be enforced from and after its passage and publication.

These bills have already been subjected to the consideration of a committee on transportation of the Wisconsin assembly. There was a lengthy discussion following their reading by Mr. Osborne, and it was finally moved by G. H. Chapman that the Legislative Committee be instructed to do all in its power to prevent their passage, which motion prevailed.

A request on the part of the Forest Products Laboratory at Madison, Wis., for samples of hemlock to be used in tests of the strength of that wood as adapted to special purposes, was read by Secretary Kellogg. The opinion prevailed that nothing could be gained by such tests, and the request was laid on the table.

The system of paying off woods-help which now prevails among the operators of the North came up for considerable discussion. The vagabond of the woods, the tramp who merely drifts into camp with the only intention of getting a square meal, was most heartily condemned. There were no members present who had not had some experience with this troublesome member of woods society. It seemed to have been the general experience of most that it was necessary to feed half again as many men as were actually required in the woods in order to keep a full crew on hand. It was proposed that the present system be materially changed, that the manufacturer hire men by the day and charge them so much for board. It was thought that this system would do much to eliminate the parasite of the lumber camp. The question was not passed upon, but left over until the July meeting. It was suggested that the manufacturers work out a system along the lines of that which prevails among the western operators.

The question was raised at the recent meeting of the Wisconsin Retail Lumber Dealers' Association at Milwaukee as to the advisability of asking hemlock manufactur-

but inimical to their own interests. They maintained that there was difficulty enough encountered in marketing the present low-grade stock, and still further reducing the quality of an established grade would re- [illegible] in their yards, which would be seldom called for and only take up valuable yard space without any chance of return.

The live actions of Secretary Kellogg and President Langdon in behalf of the association were emphatically evidenced in the plan of these officers to make a missionary tour of the principal mill points of the North and to hold meetings in the interest of the association. This action, it is maintained, will not only increase the membership but will result in much general good.

Visiting lumbermen were tendered a dinner by the Wausau contingent in the dining room of the Wausau Club.

The following were in attendance:

C. H. Allen, Rib Lake; Rib Lake Lumber Co.
L. S. Alexander, Wausau; Alexander-Stewart Lumber Co.
L. E. Anderson, Stevens Point; The John W. Lumber Co.
Louis Anderson, Cadotwood, Mich.; Mercer-DeLaittre Lumber Co.
F. R. Begley, Rib Lake; Rib Lake Lumber Co.
George H. Chapman, Stanley; Northwestern Lumber Co.
John H. Chesak, Athens; Athens Manufacturing Co.
J. C. Coerper, Hartford; Denison & Coerper.
E. J. Coerper, Moon; Denison & Coerper.
C. P. Coon, Bruce; Beldenville Lumber Co.
W. H. Collins, Madison; Collins Bros. Lumber Co.
W. G. Collar, Merrill; W. G. Collar Lumber Co.
H. B. Darlington, Chicago; American Lumberman.
Theodore Engstrund, Ogema; Ogema Lumber Co.
I. W. Elliott, Eau Claire; Daniel Shaw Lumber Co.
L. W. Gibson, Medford; Medford Lumber Co.
E. J. Gillouly, Mellen; Foster-Latimer Lumber Co.
A. E. Germer, Crandon; Keith & Hiles Lumber Co.
William Hasdell, Rhinelander; Pelican River Lumber Co.
F. M. Hart, Tomah; C. A. Goodyear Lumber Co.
C. W. Hollister, Oshkosh; Hollister-Amos & Co.
J. H. Johannes, Wausau; Jacob Metzeisen Lumber Co.
S. A. Konz, Rib Lake.
J. W. Kaye, Westboro; Westboro Lumber Co.
John Kaufman, Phlox; John Kaufman & Co.

Status of Canadian Reciprocity

The measure which stood dearest in the affection of President Taft and for which he most desired favorable action on the part of the recently deceased congress, has failed of enactment, namely, the bill providing for a reciprocal arrangement with Canada relative to trade relations. There can be no doubt but that the measure would effect a materially increased trade, both to and from this country, and, viewed in a broad way, any measure which will, even in the future, result in a less cost of commodities is certainly founded on correct economic principles.

There is no doubt, however, that the measure as it stands and as it was attempted to be put through, would have worked a considerable hardship on certain of the larger industries of this country particularly. The general protest from about a million of the farmers of the United States is a sufficient indication that they feared the results of the provisions pertaining to the products of the soil and of the lessened protection to which they would have had to submit. As to the policy relative to forest products, any effect would be felt by but a limited group of the manufacturers of lumber in this country. The better grades of hardwood would not possibly come under the influence of reciprocity, but the low grades and the pine and similar products coming into competition with building, box and such lumber from Canada, would be very materially effected.

With this in view the National Lumber Manufacturers' Association, headed by Edward Hines, put up a stiff opposition in behalf of the lumber industry to the passage of the measure. In an appeal to the Ways & Means Committee of the House, Mr. Hines showed that dutiable lumber items aggregate exactly one half of the total value of imported articles effected, while of the exports, which amount to practically $48,000,000, the only lumber items involved have a value of about $75,000. This means that while one-half of the burden of reduced protection is carried by the lumber industry, the reciprocal benefit so far as lumbermen are concerned is practically nil. He showed that the lumbermen of this country would be giving up protection on over $23,000,000 worth of their manufactures in order that forest products valued at less than $5,000,000 could enter Canada free of duty.

Mr. Hines argued that the former duty of $2 a thousand as applied to lumber was really not protection, but simply for revenue, owing to the advantageous position of Canadian operators, which enables them to ship to practically all of the important markets of this country on a low water rate, averaging far below the average cost of rail transportation from the American mills, there being a general difference of about 400 per cent.

Of particular significance, however, are his arguments pertaining to the source of supply of saw logs and other raw material. While the timber in the United States is bought outright at a fixed price, subject to immediate interest and taxes, the latter being based on the value of the timber from year to year, in Canada the timber is government owned, the government assuming the entire burden of fire risk and taxation. Thus the Canadian operators are not forced to tie up immense sums in standing timber and to pay out annually a good percentage of their profits in taxes, protection, etc. They are at the outset placed at a considerable advantage over the American manufacturers.

Mr. Hines' strongest plea for protection is in the interests of conservation. He directly challenges the statement of President Taft that access to Canadian timber resources would effect a conserving of our own, and uses the same arguments advanced in opposition to the revision of the tariff under the Payne-Aldrich act, claiming that the increased competition directly resulting from the lowering of import duties from Canada would have the effect of tying up practically the entire low-grade output of the country. It would mean a tremendous increase in woods and mill waste, inasmuch as it would be an absolute impossibility to manufacture the poorer grades of lumber without a severe loss. Mr. Hines claims to have figures showing that there is now a waste of 2,000,000,000 feet over that of 1906 as a result of the lowering of the Canadian rate at the last revision.

The efforts in the interests of lumbermen and of various other industries seems to have had the desired effect, inasmuch as no action whatever was taken relative to this measure. It does seem, however, that the president's action in calling an extra session will result either in the final adoption or the rejection of the proposed reciprocity agreement as it stands. At the same time, as the bill providing for a permanent tariff board was filibustered out of existence in the House, it is safe to look for a strenuous attempt on the part of the Democratic members to take advantage of this opportunity to put through at least a few radical downward revisions of the present schedules.

Rosewood and Rosewood Essence from Guiana

The shipment of rosewood (Licaria guianensis), sometimes called tulip wood, from French Guiana is steadily increasing. In 1908 the export was 27 tons, valued at $389, while in 1909 the export was 265 tons, valued at $3,836, all shipped to France. The British consul at Cayenne says that the wood formerly sold locally at $15 a ton, but is now selling at $20 to $30 a ton.

Essence of rosewood is also shipped to France, going to Grasse (Alpes Maritimes). Besides the exports of the wood, five factories are now established in Cayenne for the extraction of the essence, which is shipped to France in carboys. Two more factories are in course of erection. The average product of 1 ton of wood is 22 pounds of essence, the price in France being about $2.50 per pound. The total export of this essence was, in 1909, 25,500 pounds, valued at $60,293, against 16,500 pounds, valued at $35,913, in 1908.

A Suggestion for the Owners of Small Mills

[illegible] is an age of specialties. In all lines of business it will be noticed that the concerns making money are those which reduce their costs by installing special machinery. A special machine will often do the work ten times as fast and very much more accurately.

[illegible] day has gone by when it is practical to edge the lumber on the main saw, however small the mill.

A gang edger, such as those made by the Gordon Hollow Blast Grate Company of Greenville, Mich., will not only increase the cut one-third, but will save considerable No. 1 lumber which is ordinarily wasted, and will raise the grade of the entire output by removing hearts, shakes and knots. These edgers are being used in mills as light as 15 horsepower.

Common Sense as Applied to the Seasoning of Lumber

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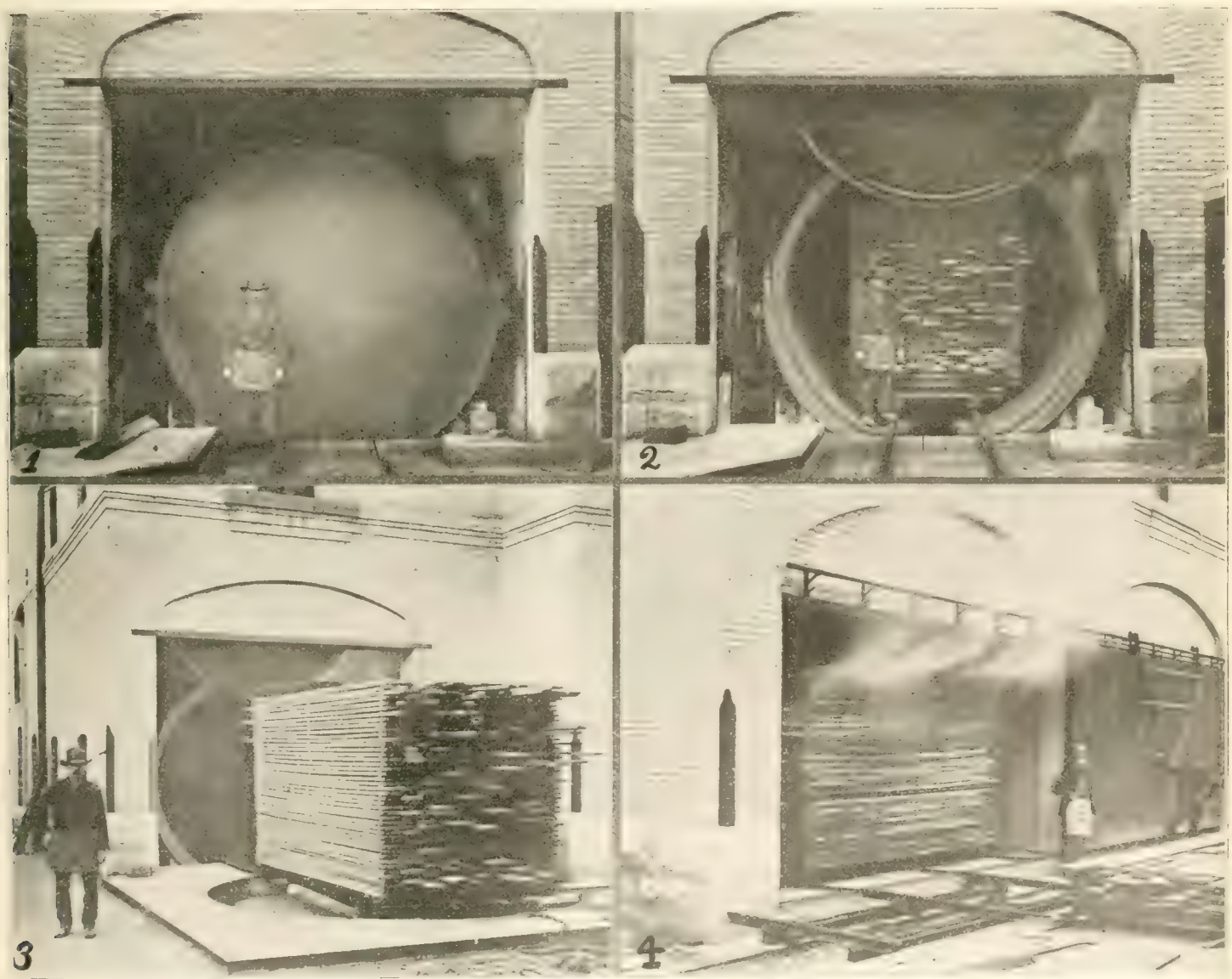
Admittedly the thorough seasoning of lumber, by either natural or artificial means, is one of the most important problems encountered by the average lumber producer, whether he be manufacturing white pine, yellow pine, gum, cypress, Pacific Coast woods or any of the infinite variety of hardwoods.

On the market today are a score or more of dry kilns and dry kiln systems warranted to thoroughly season lumber by artificial means without injury to the appearance or strength of the material, in time varying from twenty-four hours to a week. Booklets describing the various systems are replete with confusing statements and chary of facts germane to the subject, and are loaded down with alleged technique and scientific data which are far from accurate, but without exception all these processes are warranted to season any and all kinds of thicknesses of lumber by identical treatment.

Dry kilns of various types have been built for more than two decades and perhaps longer. During that time certain improvements have been made in them, but it is still a difficult thing to find a dry-kiln user, whether a lumber manufacturer or a furniture producer, who is entirely satisfied with his kiln-drying results. The consensus of opinion as analyzed in various reports is that sometimes on certain kinds of stock the kiln gives good results, but that a great part of the lumber that comes through it is unsatisfactory by reason of its not being properly dried or that it is checked or honey-combed, or that the expense is excessive.

To take a common-sense view of the subject it would seem necessary to first demonstrate what the user of a system of drying lumber is trying to accomplish. Primarily, it must be recalled that the moisture in green lumber amounts to from twenty-five per cent to sixty per cent of its total weight. Green wood contains varying percentages of different substances — water, albumen, tannic acid, sugar, starch, resin or other matter, and the remaining portion of the material is wood fiber or cellulose.

It would also seem a matter of common-sense that the only valuable portion of tree growth as a lumber material is the wood fiber,



WOOD STEAMING AND KILN-DRYING SYSTEM AS EMPLOYED BY JOHN SCHROEDER LUMBER COMPANY AT MILWAUKEE, WIS. 1. THE STEAMING CYLINDER CLOSED. 2. THE STEAMING CYLINDER OPEN. 3. DRY-KILN TRUCK OF MAPLE FLOORING STOCK BEING WITHDRAWN FROM CYLINDER. 4. SECTION OF DRY-KILNS.

and that the various substances which contribute to the growth of the tree have no value in the eventual utilization of the material. If this be true, and there is no evidence to the contrary, it would seem that the logical way to handle green lumber before an attempt is made to either air-dry or kiln-dry it would be to render soluble and release the various liquid and semi-liquid materials that are involved in the vessels contained in the fibers of the wood.

There are certain either well or comparatively well-known facts concerning aids for the prompt drying of lumber in both air-drying and kiln-drying. Some of these may be briefly summarized:—

1. It is a well-known fact that white pine, poplar and several of the Pacific coast woods, after being water soaked for a considerable period, dry much more quickly and more satisfactorily than when not floated or held in the log pond for a considerable time.

2. It has been demonstrated that green cypress piled on sticks, enclosed in a steam box and subjected to several hours of exhaust or live steam, will show a lightening in weight of from one thousand to fifteen hundred pounds to the thousand feet.

3. It has been demonstrated in the more recent modification in dry-kiln processes that lumber placed either in a steam box before entering the kilns or subjected to exhaust steam, after being placed in the kilns, materially lessens the time for kiln-drying and that the lumber is less liable to case-hardening, checking and splitting.

4. In an experience covering more than thirty years it has been demonstrated that steaming mahogany, oak and black walnut under a moderate pressure for a limited time in no wise injures the quality of the wood fiber, but breaks up the cellular structure of the wood and contributes materially to the shortening of time in which the lumber may be air or kiln dried; and furthermore improves the color and texture.

5. It has further been demonstrated that treating lumber piled on sticks in a steam cylinder with a moderate pressure and limited time renders it possible to kiln-dry lumber thus treated in from twelve to thirty-six hours, and that it will reduce the time for air-drying to from thirty to sixty days. Furthermore, that in lumber thus steam-treated future staining is eliminated; the work of borers is eliminated; the color of the wood is distributed and rendered approximately uniform; warping, twisting and buckling are practically eliminated; splitting and checking are minimized; the time for rendering green lumber dry is reduced more than one-half; and that future shrinking and swelling are very slight under varying atmospheric conditions.

This is about all the lumberman or the scientist knows on the subject. The experts of the United States Department of Forestry will tell you that their experiments under varying conditions indicate that steamed lumber tends to dry much more rapidly than green wood unsteamed, and that the same is true of green wood soaked for some time in water. Their experimental tests have shown that large timber such as railroad ties may be steamed at twenty-pound pressure for as much as four hours without material depreciation of strength. The physical effect which they contend appears to take place is a slitting of the cell walls of the wood, and releasing their contents, which begins at a comparatively low pressure of steam and increases as the temperature and pressure is raised.

Almost nothing is known of the chemical changes which occur in wood when steamed under pressure, except that certain volatile materials such as turpentine pass off. It is also quite certain that the starches are partially converted into sugar, which, being soluble, naturally in part would leak out of the wood. It is likely that tannic acid may be partially decomposed.

At the present time those in charge of the new wood-treating laboratory of the United States Department of Agriculture at the University of Wisconsin at Madison, are at work attempting to figure out the fundamental laws underlying the drying of wood. As their analysis is exhaustive it will take some time to work out these scientific deductions.

In a practical way there is nothing absolutely new either in the treatment of lumber with steam without pressure, or in steam-tight cylinders with pressure. It is well known that in wood subjected to an excessive steam pressure and for a considerable period of time the wood fiber is disintegrated or pulped, or even under less pressure that the strength of the piece is impaired. Even less time and steam pressure will release the coloring matter contained in the wood and render it pale and colorless and deficient in character, but it is a matter of demonstration that wood given live steam under a pressure of from twenty to twenty-five pounds and in time varying from five to fifteen minutes, according to kind and thickness, that the coloring of the wood is distributed, equalized and improved, rendering it approximately uniform; that the strength of the wood is unimpaired; and that its milling and finishing qualities are materially bettered.

Undeniably, there are quite a number of kiln-drying systems in use at the present time, which, if employed on lumber steamed as indicated, would show competent dry-kiln results in less than one-half the time that it now takes to season lumber, but the point attempted in this article is to show the necessity of properly preparing lumber for seasoning before it is air or kiln dried.

This process should particularly appeal to manufacturers of lumber in the lower Mississippi valley. Here climatic conditions are very serious for either air-drying or kiln-drying. Manufacturers report that after the lumber is put into pile green on mill grade, the average degrading of stock when ready for shipment is approximately twenty-five per cent. This degrade comes about from a variety of causes. Lumber in this section is prone to stain, to check, to buckle, to warp, to split, and very often borers work into it after it is cross-piled. In some cases stick-rot sets in long before the lumber is in shipping condition. It is a difficult country for the operation of dry-kilns, owing to the excess of humidity in the air during a large portion of the year.

Therefore it is, that if the moderate steaming of lumber under pressure will accomplish what is claimed for it, the logical thing for the manufacturer of any considerable quantity of lumber in a good many sections of the country would be to pile his lumber onto a modification of a dry-kiln truck right from his sorting chains, steam it, kiln-dry it and either load it directly to cars or house it dead piled in sheds.

As before noted, there is nothing absolutely new about this method of preparing lumber for seasoning, but it has remained for A. Kraetzer of Chicago to work out an economical system and appliances for handling lumber under this process in an extremely economical way. For years Mr. Kraetzer has been a manufacturer of interior finish and cabinet work, and he found in his experience that it often happened that he was unable to secure lumber of various kinds either air-dried or kiln-dried that would "stand-up" in his finished work. For more than six years he has been employing this system in the seasoning of practically every variety of lumber, and today is willing to go on record with a guarantee that by the aid of his steaming and kiln-drying process he can satisfactorily deliver one inch red or white oak, red gum, cottonwood, birch or maple from the green state to a thoroughly kiln-dried condition in less than half the time required by any other process, and that this lumber will be unimpaired in texture, its milling qualities will be improved; the color will be uninjured and uniformly distributed, and when put into cabinet work the shrinking or swelling will be so infinitesimal that it will never break a glue joint and will stay absolutely in place. He will further guarantee that he will accomplish this result without case-hardening, honeycombing, checking or splitting.

For those who prefer to air dry lumber, rather than employ dry kilns, the system will commend itself, as lumber thus steam treated will dry out to less weight and in perfect shape in 30 to 60 days time—or in one-fourth the time that unsteamed lumber can be seasoned.

Mr. Kraetzer has a modest plant for the treating of lumber under his system at his Chicago woodworking factory, and is prepared to demonstrate that he can fulfill all the claims he makes for it to anyone interested in installing a similar equipment to handle an output of from twenty-five thousand to one hundred and fifty thousand or more feet of lumber per day.

In connection with this work the inventor has fully protected himself with patents on his steaming appliance, and beyond that has

figured out with accuracy the logical steam pressure and time required to achieve the best results in the handling of various kinds and thicknesses of lumber in the steam bath, and also the time and various degrees of heat necessary to be applied for dry-kilning.

It may be noted that the John Schroeder Lumber Company of Milwaukee, Wis., has employed the Kraetzer method of handling its green maple, preliminary to the manufacture of flooring, for about five years. Green maple under this system, as practised by the Milwaukee company, goes to the flooring machines within three days after the lumber is placed in the steaming cylinder, and this result is attained in a slow drying kiln.

Originally, Mr. Kraetzer made these experiments simply for his own work in producing interior finish and cabinet work, but there has been so much interest manifested by sundry leading manufacturers in improving their methods of lumber curing and seasoning that he is now organizing a company which will take over his patents and process and market them to the lumber manufacturing and remanufacturing trade. The steaming cylinders will be manufactured at the Chicago plant of the Allis-Chalmers Company of Milwaukee. Illustrated matter and complete engineering plans will be ready for distribution within a few weeks.

Incidentally, it may be mentioned that this process of curing lumber is an extremely economical one. The live steam required for the steaming of wood is so very little that it requires no extra boiler capacity than that employed in the ordinary sawmill or factory. As a matter of fact, Mr. Kraetzer uses only a sixty horse-power boiler for his factory and for his steam cylinder. Therefore, the extra cost of steaming lumber is reduced simply to the interest on the investment of practically an indestructible and very simple steam cylinder, closed by patented steam-tight door that works as easily and quickly as a sliding barn door. The expense attached to the dry-kiln, if one chooses to kiln-dry rather than air-dry stock, is a matter of individual judgment. Kilns in present use are adaptable to kiln-drying of steamed lumber with very slight modifications.

Undeniably, the superficial steaming of lumber materially assists in the quickness with which it can be seasoned, but say what you please about steaming lumber without pressure, it still is *superficial* steaming, and while it may break up the cellular structure of the wood on the outer surface, it certainly does not go to the heart of the piece and break up the cells uniformly throughout its entire dimension.

The Kraetzer cured lumber process looks to the solving of all the seasoning troubles that have perplexed the lumber trade in the past. The system surely appeals to commonsense. While, scientifically, one knows little about it, it is certain that the result of steaming lumber under pressure simply means the breaking up of the cellular structure of the wood, releasing the contents of the wood cells and putting the lumber in the best possible condition, either for air-drying or kiln-drying.

Sundry specimens of wood seasoned by the Kraetzer process are on exhibition in the office of HARDWOOD RECORD, and can be seen by anyone interested. Perhaps what will appeal most strongly to lumber manufacturers contemplating employing this process will be that the total cost involved in steaming and drying under the Kraetzer-cured system, will lessen rather than increase the present kiln-drying or yardage expense as ordinarily practiced.

News Miscellany

Monthly Meeting Cincinnati Lumbermen's Club

In reply to a unique invitation sent out by President Cliff S. Walker, a representative gathering was in attendance at the monthly meeting of the Cincinnati Lumbermen's Club, held at the Gibson House, March 6. A novel method of entertainment was supplied by the committee in charge, the services of a professional woman society entertainer being engaged, who was screened off from the dining room during the first part of the dinner. Her presence was revealed as a pleasant surprise to the diners.

After the entertainment, the regular order of business was taken up, opening with a reading of the minutes of the previous meeting, following which the secretary announced a number of communications which he was instructed to read. A letter from the Crescent Lumber Company of Marietta, O., thanked the association for efficient service rendered by the arbitration committee, and expressed entire satisfaction with the findings in the case.

Various communications relative to the proposed closing of the Cincinnati postoffice on Sunday, from various bodies interested, addressed to the postmaster and to the postmaster general, were discussed, and caused an interesting debate. Finally a motion was proposed indorsing the closing of the postoffice on Sunday, which, after considerable wrangling, was lost by a close vote.

W. J. Eckman moved the adoption of resolutions of the Cincinnati Commercial Association as read. Being duly seconded, a vote was taken and the resolutions indorsed, thus placing the club on record as opposing the closing of the postoffice on Sunday.

The secretary then read a communication from an exporting firm located at Bahia, Brazil, advising of the purchase of large tracts of timber lands south of that place, and of the early beginning of the exporting of hardwoods from these tracts to the United States and Europe. The company will manufacture various woods, including rosewood, Massaranduba, and many others of the finer species. The firm stated that it was in the market for sawmill machinery and was also open to negotiations relative to securing suitable representatives.

The secretary reported that the Wildberg Lumber Company had complied with the laws of the association and that as it still desired to sever its connections with the club, he moved that the resignation be accepted, which motion was duly seconded and carried.

W. A. Bennett called the club's attention to the meritorious work performed by the Receivers and Shippers' Association of Cincinnati, and the fight against the advance freight by the railroads, and stated that the lumbermen were the greatest beneficiaries of this work. He reviewed the history of the association and touched upon some of the most prominent cases which it has handled. He stated further that the Cincinnati Receivers and Shippers' Association was the first body of its kind in the country, and that through its success many others have been formed. A meeting of the associations from various parts of the country was called a year ago under its auspices to combat the intended advance in freight rates in all parts of the country. Forty-eight states were represented and the result of their efforts was most effective.

T. B. Stone, in commenting on Mr. Bennett's remarks, said that the Receivers and Shippers' Association was the greatest friend of the lumber interests; that its benefits were beyond computation; that it had done more direct good for lumbermen in holding the railroads in check than any other known source. He thought the suggestion of Mr. Bennett that the club contribute $500 toward the support of the Receivers and Shippers' Association very worthy, and in his opinion the club should subscribe $500 annually.

President Walker, as a former railroad man, said that he believed the Receivers and Shippers' Association had saved the Cincinnati lumbermen from $250,000 to $400,000 annually in freight, and that the contribution of $500 a year would be little enough in comparison to the benefits received.

George Morgan moved that the club contribute $500 to the Receivers and Shippers' Association. The motion was carried unanimously. A further motion that the membership be assessed $20 apiece was also unanimously adopted.

The president announced that under the constitution it became his duty to call the attention of the members to the provision which calls for the appointment of a committee on nominations for the regular ticket by the chair, and that an independent ticket committee be named from the floor. For the regular ticket he named W. H. Bennett, chairman, T. B. Stone and H. A. Hollowell. The independent ticket named C. F. Korn, chairman, R. McCracken and R. L. Gilbert. The chair instructed the committee to report to the president whenever it was ready or at the April meeting.

There being no further business, the meeting adjourned.

Semi-Monthly Memphis Lumbermen's Club

The Lumbermen's Club of Memphis held its regular semi-monthly meeting at the Hotel Gayoso on March 4. There was a good attendance, and a number of visitors.

Very little new business was transacted. The meeting was given over largely to the hearing of reports of standing or special committees. Mr. Crenshaw, chairman of the entertainment committee, reported that a dinner had been given to President Townsend of the Hardwood Manufacturers' Association, which was attended by about thirty members.

J. W. McClure, chairman of the information committee, stated that his committee had broken all precedents by holding a meeting and discussing plans whereby it might be of service to the club. He further stated that, after mature consideration, the committee had decided to look after the following classes of information for the benefit of the members of the club.

1. Any employe who leaves your service and is likely to apply to other club members for positions. State whether his services while in your employ were satisfactory or otherwise, what position he filled, and any other information that may be of interest.
2. Any mill man who violates his contract, breaks faith with you, or otherwise proves himself to be unworthy of confidence or credit.
3. Any customer who breaks a contract, refuses to comply with terms of sale, makes unfair and unjust claims for allowances or proves himself financially weak and unworthy of credit. Any case of open fraud, if the facts warrant, will be reported by the committee in open club meeting as a warning to the entire membership.
4. Any facts or information of interest and importance to the Memphis lumber trade in general, or to our members in particular. Such

[illegible] the club.

In addition to thus outlining the scope of its work, Mr. McClure, as chairman, stated that the committee would welcome any suggestion made from the membership, to the end that the service might be made more beneficial.

The committee on law and legislation reported a bill which had been introduced into the Tennessee legislature, providing that in case of negligence and contributory negligence on the assumption of risk, the judge be denied the privilege of modifying in any way the verdict of the trial jury after the latter has been charged as to the law. This caused a considerable discussion, but in the end the members of the club refused by practically unanimous vote to give its indorsement thereto.

John M. Pritchard, of the river and rail committee, stated that no action would be taken in the Ohio River crossings raise in rates until the tariffs had been filed by the railroads in question. Mr. Pritchard stated that his committee was ready to go to Chicago to appear before the Interstate Commerce Commission in connection with the Pacific coast terminal advance of ten cents per hundred pounds.

At this juncture, President James E. Stark took occasion to call to the attention of the members of the club the recent decision of the Interstate Commerce Commission refusing to allow the railroads to advance rates, and referred to the bearing which this matter had upon the rate problems now confronting the club. He believed that the decision of the commission, in the general cases covered by the recent opinion, foreshadowed the result of the Pacific coast rate case. In other words, he believed that there is no doubt but that the Lumbermen's Club of Memphis will win in its contention before the commission at Chicago.

Honorary membership was conferred upon O. Dircks of the Askin & Dircks Lumber Company, Union City, Tenn. W. A. Waddington, general manager of the C. N. Waddington Lumber Company, was elected to active membership. James E. Bell, of the James E. Bell Lumber Company, Louisville, Ky., applied for membership. This company has a mill and branch office at Lambert, Miss.

President Stark then read a letter from the bureau of publicity and development of the Business Men's Club in regard to the representation of the Lumbermen's Club thereon. Mr. Stark was the club's representative until last September, but since that time the club has had no representative. No action was taken on the matter at this meeting, but it is probable that it will come up for early discussion.

New Orleans Lumber Club in February Meeting

The regular monthly gathering of the Lumbermen's Club of New Orleans was held at Reno's restaurant on Tuesday, February 14. The club's efforts to secure representation on the public belt commission came in for considerable discussion. Two committees appointed with the object in view reported. The committee appointed to confer with the Board of Trade reported that Mr. Schreiber's resignation from the belt commission put things in very bad shape, and until there is a vacancy in the Board of Trade, no action could be taken toward filling it. It was moved that a committee be appointed to determine whether the ordinance creating the belt commission could not be so changed as to include members of the lumbermen's club in its body.

Applications for three new members were presented by Secretary Palmer, all being favorably acted upon.

E. W. Robinson mentioned the proposed increase of lumber rates by southern roads and spoke briefly of the proposed reciprocity with Canada, taking up more particularly the possible affect on the low-grade market. He moved that the secretary be requested to write the Interstate Commerce Commission, asking that the club be allowed to join the protest against the proposed rate advance, and to appear before that body.

President Watson reminded the members of the coming election of officers and suggested putting two tickets in the field. For this purpose, two nominating committees were appointed, one by the chair and the other from the floor.

Resolutions were read by the secretary, expressing regret and condolence at the death of Mrs. Margaret Sutherland, wife of S. J. Sutherland, a lumberman of New Orleans, and of L. E. Moore, father of L. E. Moore, Jr., a member of the club.

There being no further business, the meeting adjourned.

Philip A. Ryan Lumber Company Enters Memphis Field

The already strong Memphis hardwood trade was further augmented recently by the incorporation of the Philip A. Ryan Lumber Company, which concern, capitalized under the laws of Tennessee at $50,000, will be headed by Philip A. Ryan as president, treasurer and principal stockholder.



PHILIP A. RYAN, PRESIDENT PHILIP A. RYAN LUMBER COMPANY, MEMPHIS, TENN.

The new company has contracted with the Gibson-Whitaker Company to saw all the logs of that concern for a two-year period, which gives to it the use of an up-to-date band mill of the highest standard. The mill has been sawing logs and turning out a high grade of lumber for several weeks, and already has on sticks a considerable amount of stock. There will be carried on hand a full line of southern hardwoods, with quartered white oak as a specialty.

Philip A. Ryan has been an active member of the lumber fraternity for a good many years and has acquired an intimate practical knowledge of every phase of the business. He started originally with Kelly, Maus & Co. of Chicago, with whom he accepted a position twenty years ago. He worked as yard foreman and inspector for this concern for over seven years, handling principally wagon and agricultural stock. His next connection was with the Deering Harvester Company of Chicago, with whom he worked for the next three and one-half years, having complete charge of the yard of this concern and also doing a great deal of its buying, inspecting and contracting for large lots of hardwood and yellow pine. Following this he was employed for a year with the McCormick Harvester Company and then organized the Ryan-McParland Lumber Company, Mr. Ryan being president and general manager. While this company was originally upon a very small basis, it soon made itself felt in the trade. The principals acquired the Murdock mill, at Memphis, some four years ago, which was operated for over a year, when the firm was dissolved, Mr. Ryan taking the plant and running it for another year under the name of Philip A. Ryan. At the end of this time he formed a corporation with J. V. Stimson of Huntingburg, Ind., known as the Ryan-Stimson Lumber Company, Mr. Ryan being again president and general manager. This concern has existed for about two years, and is about closing out, Mr. Ryan and Mr. Stimson both having other interests. At the end of ninety days the old stock of the Ryan-Stimson Lumber Company will have been sold out and at that time it is calculated the Philip A. Ryan Lumber Company will have accumulated a large stock of its own ready for the market.

Mr. Ryan owns, in addition to his interest in the new company, a half interest in the Mark H. Brown Lumber Company of Mounds, Ark., which concern handles considerable stocks of gum, ash, oak, poplar, elm and hickory. This plant has been running for several months. Mr. Ryan is a member of the Lumbermen's Club of Memphis and of the Memphis Businessmen's Club, and is generally highly thought of in the trade.

Increased Capital Lumber Insurance Company of New York

The Lumber Insurance Company of New York, organized in 1904 with a capital of $200,000, will be enlarged to a company of $500,000 capital during the current year.

At a recent meeting of the directors, the plan was put under way, and it will have final ratification at a stockholders' meeting to be held on March 16.

The Lumber Insurance Company of New York will absorb two smaller companies, and with greatly increased reserve and surplus will come into the standing of a million dollar company.

The lumber specializing fire insurance business which saw its beginning in a small way within very recent years, has attained a great growth, and has extended into every section of the United States and Canada. The enlargement of the Lumber Insurance Company will enable it to keep pace with the growth of the business and stand in the fore-front of specializing insurance companies.

The company is generally admitted under the insurance laws of most of the states, as well as in the provinces of Canada, meeting the heavy deposit requirements of various states and the Dominion of Canada, where a $100,000 deposit of Canadian bonds is required.

The enlarged company will extend its business in an intelligent manner, putting its large facilities at the disposal of lumbermen wherever proper physical and moral conditions are maintained.

New Secretary St. Louis Lumbermen's Exchange

At a meeting of the board of directors of the Lumbermen's Exchange of St. Louis, held Saturday, March 4, George McBlair of Washington, D. C., was elected secretary and traffic manager of the exchange as successor to A. H. Bush, who, greatly to the regret of the exchange, found it necessary six weeks ago to relinquish the duties of the office, owing to his failing health. Mr. Bush is now being cared for by relatives in Memphis, and hope of his recovery has been abandoned.

At a previous meeting of the exchange, it was determined to select as secretary some one capable of handling traffic matters for the members, and this has been accomplished by the selection of Mr. McBlair, who has had several

years' experience in the railroad business as well as the lumber business. Mr. McBlair was at one time the eastern representative of the Hardwood Manufacturers' Association of the United States at New York City, and he is now the vice-president of the Lumbermen's Bureau of Washington, D. C., which has recently located its central western office at St. Louis. He will manage the work of the bureau jointly with that of the exchange.

Death of Robert H. Jenks

There was deep regret among lumbermen when it was learned that Robert H. Jenks, of the R. H. Jenks Lumber Company, Cleveland, O., had died at his home, 8502 Euclid avenue in that city on February 26, after an illness of four weeks' duration. Death was due to heart disease. Mr. Jenks was a man of a generous nature, and those who had enjoyed his hospitality and learned to know him at close range will feel that one of the best men in the lumber trade of the country has answered the dread summons all too soon.

He was born at Crown Point, N. Y., July 26, 1854, and received his early training in Michigan. On coming to Cleveland at the age of sixteen years he entered the employment of Woods, Perry & Co. He remained with this concern in various capacities until he was admitted to the firm, when its name was then



THE LATE ROBERT H. JENKS, CLEVELAND, O.

changed to Woods, Jenks & Co. In 1893 the firm was dissolved, Mr. Jenks retiring to establish the Robert H. Jenks Lumber Company, of which he has been president since its organization.

Besides being at the head of this concern, Mr. Jenks was president of the Cleveland Land & Lumber Company, the Conneaut Lumber Company, the Cuyahoga Lumber Company, the Lake Erie Lumber Company, the Norris Lumber Company, the South Cleveland Lumber Company, the Tremont Lumber Company of Tremont, La., and the Tremont & Gulf Railway. He also held the position of director in the Union National Bank, the Northern Ohio Lumber Company and the Acme Trust Company.

Mr. Jenks was a member of the Union Club, the Roadside Club, the Chamber of Commerce, and the Sons of the American Revolution.

He is survived by a wife and two daughters, Florence and Lorine, and three brothers, Prof. Jeremiah I. Jenks of Cornell University, John M. Jenks of Chicago and J. L. Jenks of Duluth.

New Company at Knoxville

Plans are now well under way for the manufacture of Masters patent hardwood flooring. The company is the Masters Patent Floor Company, with J. F. Masters, president; W. D. Hogan, vice-president, and C. S. Agee, secretary and treasurer. The office and factory are located at 314 North Gay street.

This is something new in hardwood flooring. It is made in sections, usually eighteen inches in width and whatever length may be desired for the room the flooring is to occupy. The sections in their course of manufacture are made up of the ordinary widths of hardwood flooring, but are put together at the factory in sections bound together with bolts. The flooring is sandpapered and finished before it leaves the shop and is cut into exact lengths to suit the purchaser's requirements. It can be laid quickly by any carpenter. By pushing the edges of the sections close together as they are nailed down, the floor requires but little attention to put it in perfect shape.

H. B. Smith Machine Company at Shreveport

The H. B. Smith Machine Company of Smithville, N. J., recently made a change in its representation in the middle Southwest and will hereafter be represented in the sale of its woodworking machinery in western Tennessee, Mississippi, Louisiana, eastern Texas, Oklahoma and Arkansas, by L. D. Jones, who will establish headquarters at Shreveport and call upon the trade from that central point.

Official Maple Flooring Book

HARDWOOD RECORD is in receipt of an artistic book devoted to the interests of maple, beech and birch flooring, compiled and published by the Maple Flooring Manufacturers' Association of Chicago. The book is intended for circulation among architects and contractors, with a view to giving them specific information as to the qualities of this type of floor. It is illustrated with colored photographs, showing the trees as they stand in the primeval forests, and further with cuts of many public buildings in which maple, beech or birch flooring has been used. The physical characteristics and adaptability of the wood of these different species of trees is taken up in detail, while further the question of association grades of manufacture, of thicknesses and faces, lengths, proper laying, etc., are discussed.

Death of E. P. Mason

By the death of Captain Ebenezer Porter Mason, on March 4, passes one of the most conspicuous figures known in the lumber trade of Philadelphia. He was for many years the reporter of the lumber trade for R. G. Dun & Co.'s Agency, and was personally known to every lumberman in and around Philadelphia. He stood about six feet in height, with large frame, but for some years on account of rheumatism was obliged to walk with a cane. He was always welcome at all the social functions given by the lumber associations. His genial and pleasant manner endeared him to all, and Capt. Mason, as he was universally called, will be mourned by all with whom he came in contact in his business career.

Sale of the Hicks Locomotive Works

The Central Locomotive Works, a new corporation just organized, in which New York and Chicago capital is interested, has just purchased the Hicks Locomotive Works at Chicago Heights, Ill., for $470,000. The plant will be improved and put into operation within a short time, giving employment to several hundred men. The Hicks works embraces forty-one acres of land improved with two huge buildings, which are equipped for the repair of locomotives and passenger and freight cars. It is said that this concern was the largest dealer in second-hand locomotives in the country. The plant is said to have cost over $1,000,000. It is the intention of the new owners to continue in the same line of manufacture as heretofore.

Important Mill Property Transfer in Virginia

A lumber deal of considerable importance in Virginia has been effected in the acquiring of an interest in the lumber properties of L. D. George of Penola, Va., on the Richmond, Fredericksburg & Potomac railroad, by the Virginia-Carolina Lumber Company of Lynchburg, Va. As a result the L. D. George Lumber Company is being incorporated with a capital stock of $125,000, with L. D. George president and J. L. Blizzard, secretary of the Virginia-Carolina Lumber Company, vice-president and treasurer.

The L. D. George company owns a considerable quantity of standing timber, composed of pine and hardwoods, near Penola, Va., and has modern and complete saw and planing mills, with a capacity of 40,000 feet a day. It is announced by the new company that dry-kilns will be added to the plant and the output considerably increased under the new management. The Virginia-Carolina Lumber Company, with headquarters in Lynchburg, becomes the sole selling agent for the L. D. George Lumber Company.

Chicago Branch Office of Vansant, Kitchen & Co.

Vansant, Kitchen & Co. of Ashland, Ky., extensive manufacturers and distributors of



W. H. MATTHIAS, IN CHARGE OF VANSANT, KITCHEN & CO.'S CHICAGO OFFICE

poplar and other hardwoods, have just opened an office at 1504 Steger building, Chicago, and are now in a better position to look after the trade here. The office has been put in charge of the capable and earnest worker, W. H. Matthias, who is a well-known factor among the trade of this vicinity.

Improvements on Westinghouse Electric Glue Pot

The Westinghouse Electric & Manufacturing Company has just issued a booklet illustrative and descriptive of its electrically heated glue pots and glue cookers, in which the advantages, both as to efficiency and economy of this method of glue heating, are indisputably set forth. The pamphlet contains cuts of various appliances manufactured by the Westinghouse company to answer various specific purposes, and also contains a table showing the energy required to heat glue pots and glue cookers, stated in watts. It also contains a partial list of the users of the Westinghouse product, which is a high-class guarantee of the claims contained in the pamphlet.

Building Operations for February

Building operations for February throughout the country, outside of New York, of the forty-four cities reported by the American Contractor, Chicago, show an average of expenditure which is almost identical with that of February, 1910. The loss in greater New York of nearly $7,000,000 for February, 1911, as compared with the same month of last year, reduces the equilibrium to represent an aggregate loss of eighteen per cent. The losses vary from 6 to 74 per cent. Gains of over 50 per cent were made in the following cities: Baltimore, 198 per cent; Columbus, 151; Des Moines, 533; Detroit, 185; Knoxville, 372; Little Rock, 72; Milwaukee, 84; Minneapolis, 228; Pittsburg, 63; St. Paul, 104. The particulars will be found in the following table:

City	Feb., 1911 Cost	Feb., 1910 Cost	Per Cent Gr.	Per Cent Less.
Baltimore	$ 252,779	$ 427,356	198	.
Birmingham	272,171	274,867	..	8
Buffalo	244,000	536,000	.	54
Chattanooga	42,564	48,094	..	11
Chicago	4,266,400	5,678,600	.	24
Cincinnati	702,795	540,975	29	..
Cleveland	766,660	590,020	29	..
Columbus	211,712	84,085	151	.
Denver	397,925	592,500	.	32
Des Moines	412,475	65,075	533	..
Detroit	2,309,400	808,410	185	..
Duluth	74,425	185,865	.	60
Grand Rapids	126,083	99,120	27	.
Hartford	245,140	270,110	..	11
Kansas City	655,610	1,156,875	.	43
Knoxville	71,144	15,047	372	.
Little Rock	107,541	62,370	72	.
Los Angeles	1,009,277	1,724,269	..	53
Louisville	257,197	378,988	.	32
Milwaukee	30,500	170,300	.	82
Memphis	340,120	317,900	7	.
Milwaukee	506,117	274,456	84	..
Minneapolis	1,597,150	485,980	228	.
Nashville	46,739	75,936	..	38
Newark	456,580	635,890	..	27
New Haven	132,320	169,047	..	21
Manhattan	3,201,285	7,632,365	.	58
Brooklyn	1,598,400	2,319,125	..	31
Bronx	976,500	2,645,650	..	63
New York	5,776,285	12,597,720	..	54
Oklahoma City	297,450	401,482	..	25
Omaha	195,900	150,825	30	.
Philadelphia	1,902,635	2,015,075	..	6
Pittsburg	784,455	581,644	63	.
Portland	1,664,425	1,609,055	..	33
Rochester	232,925	255,697	..	8
St. Paul	1,111,176	543,592	104	.
St. Louis	1,147,584	1,229,263	..	6
Salt Lake City	87,700	344,100	..	74
Scranton	60,866	59,795	2	.
Seattle	491,245	1,753,415	.	63
Tacoma	120,470	131,360	..	8
Toledo	133,425	119,045	12	..
Wilkes Barre	81,762	72,713	16	.
Worcester	101,005	203,054	..	50
Total	$30,118,030	$37,000,760	..	18

How to Burn Wet or Green Sawdust and Other Mill Refuse

There are many fuels that require forced draft to make them practically available, as natural draft does not cause them to burn with sufficient rapidity to make steam fast enough, except by putting in a prohibitive number of boilers. This is especially true with sawdust, bark, chips and other mill refuse which usually come from green logs, and very frequently from logs that have been a long time in the water.

An effectual remedy for this condition is the Gordon Hollow Blast Grate, manufactured by the Gordon Hollow Blast Grate Company of Greenville, Mich., except for the states of Washington and Oregon. The Puget Sound Machinery Depot of Seattle, under license from the Gordon Hollow Blast Grate Company, manufactures the Gordon product for these states.

This grate has long since passed the experimental stage, having been on the market first in its original form and then in its improved form for twenty years, and having been tested under all kinds of conditions in all parts of the world, so that its value is definitely established. Of the Gordon grate it can be said that:

First and foremost, it will produce as good results with wet, green or frozen sawdust as an ordinary draft grate gives with dry wood.

Second, with the same fuel it will add from 25 to 50 per cent to the volume of steam generated in a given length of time.

Third, it gives the fireman perfect control over the fire, enabling him to graduate it according to the power required, and making him absolutely independent of the weather. It also saves labor in firing.

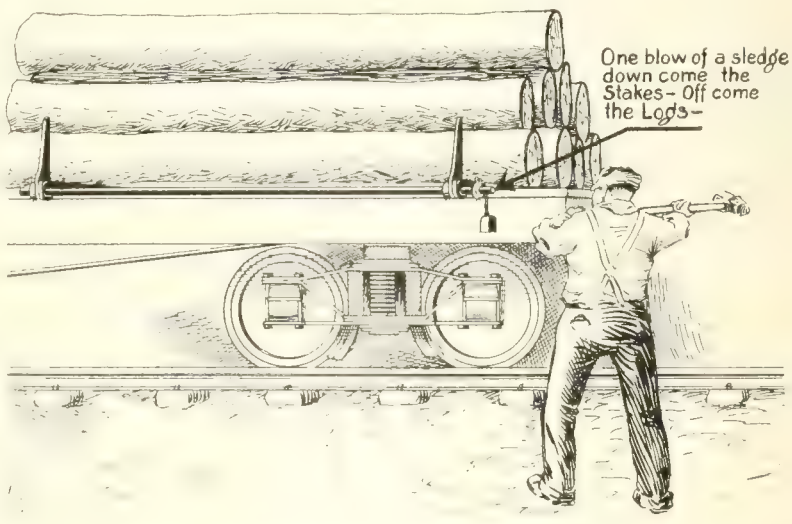
Fourth, the blast keeps the grate bars cool, causing them to last indefinitely, and making them in the end by far the cheapest grate bars of any description obtainable.

The manufacturers, however, do not ask the purchaser to take anything for granted. They offer to ship any responsible party an outfit for his furnaces or ovens on approval, he to have thirty days after installation in which to test it in any manner he may see fit. His decision in the matter is final. If he does not consider that it would pay him to keep the outfit, he is under no obligation to do so. In case of rejection the company pays the freight both ways.

A Handy Log Rack

The O. F. Reeves Company of Saginaw, Mich., has recently secured the patent rights on an improved log rack which should be a decidedly advantageous equipment for any manufacturer using cars for the transportation of logs and for such railroad companies as handle logs in any great quantity. A communication from Mr. Reeves says that the racks are already in use on the Michigan Central and B. & M. railroads, and are carrying an average of 4,500 feet, with very satisfactory results.

The arrangement is in the nature of a rack fitted onto the top of the cars. It is made of steel and is so arranged that the load can be automatically dumped by jacking up one side of the entire rack, at the same time lowering the steel stakes on the other side, permitting the logs to roll off. A descriptive circular claims that the device saves shippers labor and material in getting out and fitting wooden stakes, and that it saves considerable time in unloading. It also guards against the loss of logs from cars in transit and injuries to employes by falling logs. From the point of view of the railroads they are saved broken stake sockets, side sills and decking, and they are guarded against the danger of wrecks caused by broken stakes. It is claimed by the Reeves company that its stakes minimize the dangers of log hauling and utilize the capacity of the car to the maximum. They pay for themselves in extra earnings, according to the calculations of this company, in the first thirty times used. These racks can be applied to any style of railroad car.



METHOD OF UNLOADING WITH REEVES LOG RACK

Where six or seven-foot stakes are required to load 6,000 or more a stake socket is used in place of the 20-inch malleable stake. These long stakes are secured in the sockets so that they may be used until they are broken, when a new one must be substituted. But on the whole a great saving is accomplished, as it is a very rare occurrence that a stake is broken. The Reeves standard racks have 20-inch malleable stakes, which stake two logs, and after over two months of severe tests, they carry an average of 4,500 feet and stand the racket.

Lumbermen's Bureau Opens New Office

The Lumbermen's Bureau of Washington, D. C., announces the opening of a central western office at 917 Lumberman's building, St. Louis, Mo., in charge of its vice-president, George McBlair. This office is for the purpose of being more readily accessible to its numerous subscribers throughout this tremendous lumber section.

The Lumbermen's Bureau is the compiler of the general lumber tariff, and the monthly market reports on hardwoods and yellow pine.

Indian Mill to Increase Cut

As a result of an amendment to the Indian appropriation bill inserted by the Senate and adopted by the House, the Menominee Indian sawmill plant at Neopit, Wis., will be permitted to cut 40,000 feet of timber this season, instead of 20,000,000, the maximum allowed under the law heretofore in effect. The amendment adopted also permits the cutting of dead and down timber and of live timber in the areas burned over during the forest fires of last fall. It also authorizes the building of a short line railroad.

Miscellaneous Notes

The Arthur King Table Company of Columbus, O., was recently incorporated with a capital stock of $10,000.

The Davies Lumber Company has recently entered the wholesale hardwood lumber trade at Grand Rapids, Mich.

The Houser Lumber Company of Anniston, Ala., was recently incorporated with an authorized capital stock of $12,000.

The Standard Handle Company of Macon, Ga., was recently incorporated with an authorized capital stock of $10,000.

A new incorporation for Tifton, Ga., is the Tifton Planing Mill Company, which has an authorized capital stock of $5,500.

The Hawkinsville Stave & Lumber Company of Hawkinsville, Ga., has been succeeded by the Hawkinsville Lumber Manufacturing Company.

The Glendale Lumber Company of Glendale, Ky., has recently been organized by J. H. Richards, V. L. Green and W. T. Richards.

The Manistee Planing Mill Company of Manistee, Mich., has recently changed its name to the West Michigan Flooring Company.

The Steinhauer Truck & Motor Car Company of St. Louis, Mo., was recently incorporated with an authorized capital stock of $250,000.

The Williard & Adar Furniture Company was recently incorporated at Winston-Salem, N. C., with an authorized capital stock of $20,000.

A new concern for Hartford, Conn., is the Hartford Burial Case Company, which has recently been incorporated with a capital stock of $27,500.

P. B. and S. H. Matthews of the Birmingham Buggy Company of Birmingham, Ala., are contemplating the erection of a new wagon factory to cost $100,000.

An involuntary petition in bankruptcy has been filed against G. W. Avery of Taylor, Tex., who trades under the firm name of the Independent Lumber Company.

The Young Brothers Company was recently incorporated at Worcester, Mass., with an authorized capital stock of $22,000. The new concern will manufacture woodenware, etc.

The Lebanon Hardwood Flooring Company of Lebanon, Ky., was recently incorporated with a capital stock of $25,000. The incorporators are W. G. Matson, J. M. Knott and George R. Burke.

A new incorporation for Springfield, Mo., is the Williams Lumber & Manufacturing Company, which is capitalized at $15,000. The incorporators are T. E. Williams, J. F. Legan, H. B. McDaniel and others.

The Iron City Lumber Company of Youngstown, O., was recently incorporated with a capital stock of $25,000. The incorporators are H. H. Hull, D. R. Readinell, W. J. Kenealy, M. L. McCarthy and B. L. Smith.

The Summit City Lumber Company of Fort Wayne, Ind., has been formed, succeeding to the business of Keith & Miller. Yellow pine, cypress and red cedar shingles will continue to be large sellers as well as oak and poplar.

The Hice Manufacturing Company of Johnson City, Tenn., was recently incorporated with a capital stock of $8,000 to engage in the making of wheel and table rims, handles, chairs and useful articles manufactured from wood.

A charter was recently granted to the Eagle Lumber Company of Nashville, Tenn. The new company has a capital stock of $20,000 and its incorporators are S. E. Ragland, C. B. Snowden, W. T. Hudson, S. R. Martin and E. C. Cochran.

The Blue Ridge Lumber Company of Charlotte, N. C., was recently incorporated with a capital stock of $100,000 to do a general wholesale and manufacturing business. C. H. Robinson and J. M. Harry of Charlotte are the leading stockholders.

Emery & Schneider is the title of a new lumber concern for Grand Rapids, Mich., which has recently opened offices in the Houseman building. F. H. Emery has been selling lumber on the road on commission for years, and his partner, H. C. Schneider, has been connected with the Stearns Company for some time.

The Forsythe Brothers' Lumber Company is a new incorporation for Iron City, Tenn. The new concern has a capital stock of $20,000 with $10,000 paid in. The incorporators are J. M. Forsythe, E. L. Forsythe, L. M. Forsythe, B. F. Watkins and E. J. Parker. The new company will engage in a general lumber, wholesale and retail, business.

G. F. Johnson and H. J. Allison of the firm of Johnson, McConnel & Allison of Montreal, Can., have recently left for New York en route for England in connection with the completion of a $20,000,000 British Columbia lumber deal, the capital for which is already largely subscribed. The name of the new concern will be the British Canadian Lumber Corporation, and the headquarters will be in Montreal.

The Williams Lumber Company of Honey Island, Tex., is making extensive improvements to its sawmill, which will increase the mill's capacity from 35,000 feet to 75,000 feet per day. Among the improvements will be the installation of a ten-inch shotgun feed; steam nigger and steam trip, also an additional boiler. The company is constructing five miles of additional tram road. The purchase recently of a lot of timber by the company made it necessary to enlarge the capacity of the mill in order to remove the timber within the period of time contracted.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

A Chicago news note appeared in the February 10 issue of HARDWOOD RECORD referring to W. G. Wilmot as New Orleans representative of the Lidgerwood Manufacturing Company, the logging machinery people of New York. This was an error, as Mr. Wilmot represents the Lidgerwood Manufacturing Company at Chicago, while Woodward, Wright & Co. of New Orleans are the southern representatives.

E. C. Atkins & Co. of Indianapolis, Ind., have taken over the marketing of the well-known and standard filing room machinery manufactured by the Covel Manufacturing Company of Benton Harbor, Mich. In the last issue of the RECORD it will be recalled that their No. 112 circular saw sharpener was illustrated, accompanied by a brief description. The machine illustrated was only one of sundry types of high class filing room tools which are manufactured by the Covel Manufacturing Company. It was deemed wise by both E. C. Atkins & Co. and the Covel Manufacturing Company to permit the former to market the product through its big corps of traveling salesmen, thus effecting a manifest economy.

The annual meeting of the Chicago Hardwood Lumber Exchange will be held Saturday, March 18, at the Union League Club. It is hoped that there will be a large attendance, as several new matters will be brought up for discussion. A meeting of the directors was held on Friday, March 3, a full report of which will be given out at the annual meeting.

E. F. Marshall of the Marshall Lumber Company, 1500 Old Colony building, Chicago, left February 21 for a four weeks' trip to southern mill points.

J. P. Hynes of Hynes Brothers Ann, Ill spent several days on business in Chicago during the week of March 3.

W. L. Arnold of Wittenberg, Wis., was a Chicago visitor early in March.

W. H. Hines of C. Crane & Co., Cincinnati, O., recently made a hurried trip to Chicago. While here he did considerable buying.

C. L. Cross, senior member of C. L. Cross lumber concern, located at 812 Monadnock building, Chicago, in company with his wife and family, left the last week in February for a month's pleasure trip in the South. C. L. Cross, Jr., will be in charge of the business while he is away. Being a wholesaler of cypress, he expects to visit the different mill points while there with a view to doing some buying.

Markley & Miller, prominent manufacturers of Mexican mahogany, recently moved from their old offices on the fifteenth floor of the Fisher building to more commodious quarters on the twelfth floor of the same building, where they are better equipped to handle their steadily increasing trade. This concern is turning its attention more toward the wholesale business, as was indicated some time ago by the fact that they disposed of their Chicago yard.

N. G. Harding, who is a representative of the above named firm, left Chicago March 5 for a three weeks' inspection trip to the company's mills at Mobile, Ala. On his way back he expects to stop off at some of the large cities, particularly Cincinnati.

M. L. Pease, vice-president of the Galloway-Pease Company, wholesale lumber dealers of Saginaw, Mich., recently made a short visit to Chicago.

The Chicago Wholesale Lumber Dealers' Association will hold its next monthly meeting on Tuesday, March 14, in the Tower Room of the Union League Club, which will be of an executive nature. The directors of the three Chicago lumber associations held a meeting at which the matter of amalgamation was voted on favorably, and it will now be up to the members of the wholesalers' association for discussion and vote.

W. G. Collar of the W. G. Collar Lumber Company, Merrill, Wis., was in town on March 3 and 4. While here he closed several large contracts.

G. V. Nash, the representative of the Nettleton Box & Lumber Company of Nettleton, Ark., called on the Chicago trade during the last week of February.

James F. McSweyne, manager of the Memphis Sawmill Company of Memphis, Tenn., stopped in town this week for a few days, calling on the trade.

J. M. Smith of the W. P. Brown & Sons Lumber Company of Dickson, Tenn., was in town during the first few days of March.

Charles W. Fish of the Fish-Johnson Lumber Company of Elcho, Wis., made a hurried visit to Chicago during the first week of March. While here he closed several good contracts for the coming year. Mr. Fish spoke optimistically regarding market conditions. He said that prices with him were firm with a tendency to increase and that the better grades of hardwoods were moving well.

R. H. Fitzgerald of Vicksburg, Miss., was a recent Chicago visitor. While here he sold all of the stock of oak and cypress he had on hand, as well as pretty well cleaning up his other lines.

D. M. Parker of the Parker-Kellogg Lumber Company, Rice Lake, Wis., made a short visit to town during the first few days of March.

D. S. Watruous, southern manager for the Lansing Wheelbarrow Company, Lansing, Mich., was in town for a few days calling on the trade. He reported that business was good and that the mills at Arkansas were all busy.

H. F. Arnemann, who has charge of the veneer department of the Hardwood Mills Lumber Company, Monadnock block, Chicago, has been receiving many congratulations recently on the arrival at his home of a ten-pound boy.

The F. W. Black Lumber Company of Chicago was recently successful in purchasing 21,000 acres of poplar in Tennessee. The felling of the trees was started on the second day after the purchase.

Birdseye Walker, the veneer man of Chicago, in speaking of birdseye and curly maple production, says that a good man in the woods can tell in a great many cases just from looking at a tree whether or not it is figured wood. Pin eye is a maple which looks as though shoe pegs had been driven

in it. This company carries a good line of [illegible] stock on hand at all times.

The Record had a call on March 8 from J. W. Edgecomb of Seattle, Wash., who is interested in timber properties on the Pacific coast.

The Record had a call on March 6 from John Weidman, Jr., of Mount Pleasant, Mich., who is on his way home from a trip to the Weidman timber holdings in the northern peninsula of Michigan.

NEW YORK

Robert B. Andrews, widely known in the lumber trade through his connection with the Emerson Dry Kiln Company of Baltimore, Md., and New York City, died at his residence in Lee, Mass., on February 18. Mr. Andrews was born in New Britain, Conn., in 1841. He is survived by a widow, two sisters, Mrs. W. E. Fiske of Melrose and Mrs. A. A. Hill of Hartford, and a brother, F. H. Andrews of Brooklyn.

Hazard, Hillman & Harris is a new corporation just formed in this city with a capital stock of $50,000, by Horace G. Hazard and J. H. Hillman of Philadelphia, Pa.; G. B. Harris of Wallingford, Pa., and G. F. Kaiser of Brooklyn, N. Y. The new concern will take over the local wholesale business of H. G. Hazard & Co., including the Perth Amboy, N. J., wholesale yellow pine operation, and conduct the same under the new style. The firm of H. G. Hazard & Co. of Philadelphia will continue as formerly and conduct its business entirely separate from the new corporation although Messrs. Hazard and Hillman will own the controlling interest in the local corporation. Mr. Harris, who joins them in the latter company, is a son of the former president of the Philadelphia & Reading Railroad.

The regular annual meeting and election of officers of the Lumbermen's Club of New York will be held on Saturday, March 18, at 8:30 p. m., to be followed by a smoker. Ten new members have been added to the club membership the past fortnight and the quarters are being liberally patronized by the resident and non-resident members, and numerous out-of-town guests.

The George D. Emery Company, big mahogany importer and wholesaler, headquarters 17 West 42nd street, Manhattan, announces the election of George F. Herriman as secretary and treasurer of the company. Mr. Herriman has been one of the leading brokers in foreign hardwoods in the metropolitan district, with headquarters at 288 East 7th street, and the Emery company is to be congratulated upon securing such valuable services. Mr. Herriman's new duties will take up considerable time, so he has decided to discontinue, for the time being at least, his regular monthly mahogany and cedar reports, but he will continue his regular brokerage business in foreign hardwoods as heretofore.

W. O. Cawley, headquarters 31 Decatur street, Brooklyn, who has been identified with the local trade for many years, is representing Thomas F. Smouse, the prominent Cumberland, Md., hardwood manufacturer, and the Sterling Lumber Company of Philadelphia, Pa., manufacturer of hardwoods, pine, cypress and maple and oak flooring.

Rufus L. Sisson of the A. Sherman Lumber Company, Potsdam, N. Y., spent several days in town during the fortnight en route to the National Wholesalers' convention at Washington, D. C., on March 1 and 2.

The following visitors were in town during the fortnight: J. M. Hastings, J. M. Hastings Lumber Company, Pittsburg, Pa.; Frank F. Fish, secretary of the National Hardwood Lumber Association, Chicago, Ill.; John N. Scatcherd, Scatcherd & Son, Buffalo, N. Y.; W. A. Bennett, Bennett & Witte, Cincinnati, O.

BUFFALO

James H. Walsh is no longer connected with the lumber company bearing his name, but is now located in Cincinnati. The officers of the company declined to make any statement at present regarding the change or as to whether the present name of the company is to be retained. Mr. Walsh has the reputation of being a good lumber salesman and was formerly in that capacity with two large hardwood yards here.

The Emporium Lumber Company is pushing its new mill at Cranberry Lake, in the Adirondacks, to completion and has a bunch of logs ready to supply it with as soon as the sawing season opens. The timber tract has lately been increased by the purchase of 1,000 acres.

The Buffalo Maple Flooring Company complains that the price of lumber has gone ahead of flooring, so that there is very little profit in the flooring business at present, and the company is selling its maple direct from the saw.

The annual meeting of the Buffalo Lumber Exchange will be held on March 11.

O. E. Yeager and M. M. Wall are among the lumbermen actively interested in the bowling at the national meeting at Broadway Arsenal, the former with the Danahy team and the latter with the Buffalo Club team.

I. N. Stewart is captain of a five-man team of lumbermen at the national bowling tournament and states that his team, after only a short period of practice, is rolling up some good scores.

R. D. McLean is planning a trip toward the middle of the month to the McLean mills in the South. The yard is handling the usual amount of oak and is expecting sales for 1911 to at least keep up to last year's average.

John W. Welch, who is with the Buffalo Hardwood Lumber Company, has been spending some time in Michigan in the interests of the company and has bought a good stock of hardwoods for the local yard for this season.

R. F. Kreinheder, who, with his brother, A. W. Kreinheder, is interested in the operation of the Bison City Table Company, states that the factory is fairly busy with orders at present and a satisfactory year is looked for in that line.

J. N. Scatcherd is giving a good deal of time to the work in the door mill of the Batavia & New York Woodworking Company at Batavia. He paid a visit to New York lately and still finds competitors bidding very low for work.

PHILADELPHIA

W. H. Wyatt of Jackson-Wyatt Lumber Company, who has recently returned from a buying trip in eastern Florida, reports business fair but lacking in snap. However, he believes that things will soon liven up. W. A. Jackson has been visiting the lumber camps in West Virginia, sizing up the stock situation at the mills with which his company is connected.

Charles K. Parry of Charles K. Parry & Co. reports relaxed trading in January, but the volume of business in February far in advance of the same month of last year. He anticipates a quickening for 1911.

J. W. Difenderfer of J. W. Difenderfer Lumber Company reports smooth running for this time of the year. The outlook, however, depends greatly on the effect produced by the recently rendered decision by the Interstate Commerce Commission, etc.

The Codling Lumber Company recently succeeded the Codling-McEwen Lumber Company and will continue business at the old stand. Frank B. Codling reports a fair business right along and looks for a steady advance as the spring season opens.

J. F. Holloway of Harry E. Clark, lumber manufacturer, states that something is doing all the time, but, undeniably, a prevailing inertness in buying is noticeable at this time.

Henry Whelpton of Owen M. Bruner Company is emphatic in his opinion that signs are for an abundant trading later on, notwithstanding pessimistic predictions in some quarters, the result of the decision of the Interstate Commerce Commission. There has been a little slowing up of late, naturally due to the inclement weather.

Samuel B. Vrooman of Samuel B. Vrooman Company, Limited, left here for California on February 24, where he will spend some time visiting points of interest.

A charter was issued February 23 to the Lykens Valley Products Company of Philadelphia. The new company will establish in Lykens Valley, in the upper part of Dauphin county, a business of planting and cutting trees, manufacturing wood and lumber products and purchasing and selling timber lands. It is capitalized at $5,000 and its incorporators, all of whom are prominent citizens of Philadelphia, are Dimner Beeber, Finley Acker and George B. Wells. Mr. Wells will be treasurer of the new company.

The Hammond Lumber Company of Camden, N. J., was incorporated, February 27, with a capital stock of $5,000.

The Newark Automobile Manufacturing Company of Newark, N. J., was incorporated March 1 with a capital stock of $500,000.

PITTSBURG

The Breitwieser-Wilson Company has been making rapid and steady gains in its business this winter. January and February both showed a decided increase in sales over those months of 1910. The company's hardwood department is getting onto its feet in genuine healthy style and will contribute much to the profits of the concern.

The Palmer & Semans Lumber Company is doing a mighty good business at its newly established eastern office, considering that it has only been open one month. Sales Manager I. F. Balsley is well pleased with the experiment, for the company has hitherto been handling its eastern trade at somewhat of a disadvantage.

The Newell Brothers Lumber Company is pushing operations on its newly acquired tract in West Virginia, where J. A. Newell has been spending most of the winter. The company has its connecting railroad in operation now and is able to make rapid and regular deliveries from its big plant.

The Butler Planing Mill Company has been incorporated at Butler, Pa., by Walter Lehman, Robert S. Rohm and Geo. Dillich of that place, and will do a general lumber business.

One of the best sales of hardwood timber made in western Pennsylvania for years was closed last week when James S. and David Blair of Indiana, Pa., and the McFarland Lumber Company of Scottdale, Pa., secured a tract of 6,000 acres, formerly owned by the Indian Creek Lumber Company and located in Westmoreland county. The tract is all virgin timber and the branch of the Ligonier, Somerset & Northern Railroad will make it easy shipping. It is estimated that 10,000,000 feet of good lumber can be cut from the timber and operations will begin with the erection of a large mill this summer.

The W. P. Craig Lumber Company reports a decided increase in its hardwood business. Shipments have been slow in some lines but are better this month, and the tendency is toward a recovery in buying all along the line.

The Conewango Furniture Company of Warren, Pa., will soon increase its capital stock from $50,000 to $100,000. Its plant on the east side of that city will be enlarged to double its capacity. Charles Forsgren, a prominent furniture manufacturer of Jamestown, N. Y., will assume the management of the company.

Hanson Brothers of Cambridge Springs, Pa.,

and Girard, Pa., have bought a choice tract of hardwood timber a few miles from Edinborough, Pa., and will start to cut it off shortly. These small tracts of hardwood in western Pennsylvania are being sought out eagerly this winter, as they are also in eastern Ohio, where even the highly prized maple groves are being sacrificed to greedy timber buyers.

The special car of Pittsburg wholesalers who went to Washington for the National Wholesale Lumber Dealers' convention was a success, judged by the number of Pittsburgers who were named on the 1911 list of officers and directors of the association. It was expected that Fred R. Babcock would be elected president and enough Pittsburgers went along with him to make a healthy bunch of rooters.

The Erie Railroad Company has announced extensive improvements, including double tracking all of its line throughout most of Ohio and also big additions to its facilities at Youngstown, O., where it connects with the P. & L. E. Railroad. The latter road and also the Western Maryland Railroad are having plans prepared for big terminals at Connellsville, Pa. The Pennsylvania and B. & O. lines have also decided on a liberal policy of expenditure in Tri-State territory this year for improvements, and altogether the situation looks extremely favorable for a large amount of lumber to be sold to these roads for construction purposes.

BOSTON

Mr. Dudley, of the Dudley Lumber Company, Memphis, Tenn., was a recent visitor in the Boston market.

The Woodman Lumber Company has recently opened an office in the Old South building, Boston. The firm was incorporated a few weeks ago. Mr. Woodman of the company is well-known in the New England trade.

The Springfield Manufacturing Company, Springfield, Mass., has been incorporated with a capital stock of $20,000 to carry on a woodworking business. The incorporators are Herbert D. Collins, Arthur G. Burbee and Stuart M. Robson.

James Stanton Kenyon, of the well-known lumber firm of Burrows & Kenyon, Providence, R. I., died at his home February 21, after a short illness. Mr. Kenyon was born in 1841 and entered the lumber business as a boy. He was admitted as a partner in the firm of Burrows & Kenyon and became sole owner of this business upon the death of Mr. Burrows. Besides being prominent in the lumber trade Mr. Kenyon was a member of the Providence Board of Trade, the Rhode Island Business Men's Association, vice-president of the Atlantic National Bank, and a director of the Citizens' Savings Bank. He was also prominent in Masonic circles. Two daughters survive him.

C. P. Chase, of the C. P. Chase Lumber Company, Springfield; W. H. Sears and L. A. Williston of Holyoke, and E. N. Bagg of Springfield were in Washington early in the month, attending the convention.

John M. Woods and E. D. Walker, of John M. Woods & Co., extensive hardwood dealers, will sail on March 14 for Europe; where for six weeks or more they will combine business with pleasure.

BALTIMORE

The well-known hardwood firm of Richard P. Baer & Co., Keyser building, this city, will be represented in the Asheville (N. C.) section by N. J. Warner, who has been with the firm for five years. Mr. Warner will have charge of the firm's inspectors in the territory looked after by him, making his headquarters at Asheville and keeping in close touch with millmen in western North Carolina and southwestern Virginia.

M. S. Baer of Richard P. Baer & Co. returned the latter part of last week from a trip to West Virginia and the middle West. He went as far as Toledo and other cities in that section, seeing many lumber dealers and consumers, and the impression he brought back with him was that business had undergone a decided improvement. He said that most of the buyers were disposed to place orders on a more liberal scale and that a feeling of confidence prevailed in the trade.

The Lumber Exchange will take an active part in the work of raising the $100,000 guarantee fund required to secure the national Democratic convention. Determined efforts will be made to get the convention, the various trades being asked to contribute in view of the great benefits that are expected to accrue.

Christopher Kelly, president of the Cumberland Lumber Company, banker and man of affairs generally, died at Cumberland, Md., February 21, after an illness of just one week. He was 84 years old and is survived by his wife, a son, John R. Kelly, and four daughters.

G. L. Wood, general manager of the R. E. Wood Lumber Company, Continental building, left for Rift, W. Va., this week, where the company is building a logging road and making other improvements to its plant. Already eleven miles of the road, a narrow-gauge line, is completed, and five miles more remain to be constructed. The equipment will be up to date in every respect. The road is expected to prove an important factor in the operations of the company.

F. L. Winchester of Cambridge Springs, Pa., manager of the wood department of the Champion Fibre Company, was a local visitor last week, being en route to Asheville, N. C. He is mourning the death of his father, Francis Ward Winchester, who died at the age of 85 years.

The G. W. Jones Lumber Company of Appleton, Wis., has been elected a member of the National Lumber Exporters' Association, being probably the first concern in the Northwest to become affiliated with the organization.

A new lumber company for Baltimore is the Furst Lumber Company, composed of Max Nusbaum and W. H. Grannis. The new company will work in connection with Furst Brothers & Co., manufacturers of picture frames, and will do a wholesale as well as a yard business, furnishing also the material needed for the manufacture of picture frames. Mr. Nusbaum is the general manager of Furst Brothers & Co., and his associate has been for some years the local representative of the W. M. Ritter Lumber Company of Columbus, O., and is well-known in the trade. The office of the new company will be at 38 Hopkins place.

W. N. Cooper of the Asheville Lumber Company of Asheville, N. C., who attended the meeting of the National Wholesale Lumber Dealers' Association at Washington, D. C., March 1 and 2, stopped over in Baltimore, visiting the office of Mann & Parker.

CLEVELAND

Robert H. Jenks of the Robert H. Jenks Lumber Company, and one of Cleveland's best known lumber dealers, died during the past week after an illness of about four weeks' duration. Mr. Jenks came to Cleveland at the age of 16 years and soon became connected with the lumber business. The first firm he served with was the Woods, Perry & Co., the name being changed later to the Woods, Jenks & Co. In 1893 the firm dissolved and Mr. Jenks then headed his own firm, which has been one of the largest dealers in hardwoods in this section. Besides the R. H. Jenks Lumber Company the deceased was interested in the Cleveland Land & Lumber Company; the Conneaut Lumber Company; the Cuyahoga Lumber Company; the Lake Erie Lumber Company; the Norris Lumber Company; the South Cleveland Lumber Company; the Tremont Lumber Company of Tremont, La., and the Tremont & Gulf railroad. Mr. Jenks is survived by his wife, two daughters and three brothers.

On March 7 the Commercial and Savings bank of Detroit asked Federal Judge Killits at Toledo to appoint a receiver for the Robert H. Jenks Lumber Company. The action was a purely friendly one and was taken to protect stockholders and creditors alike as Mr. Jenks had signed much outstanding paper with his personal indorsement. Francis W. Treadway was named receiver. It is estimated that the assets are a third greater than the liabilities. The assets are close to $500,000.

After a month's trip through Arkansas W. H. Teare of Potter, Teare & Co., is back at his desk again.

John Simon, a member of the firm of Simon Brothers Lumber Company, has been ill for some days but is now recovering.

C. H. Prescott attended the meeting of the National Wholesale Lumber Dealers' Association at Washington during the past week. He was a former president of the organization.

George S. Gynn of the Willson Avenue Lumber Company, who has been having a vacation with his family in Florida, is back at his duties here again, much improved in health.

COLUMBUS

The principal happening in lumber circles in Columbus recently was the consolidation of the Sowers-Leach Lumber Company, which has a yard and office on Neilson street, and the B. A. Leach Lumber Company, which has offices on the tenth floor of the Columbus Savings & Trust building. The B. A. Leach Lumber Company was organized several months ago with a capital of $35,000, all of which was paid in. B. A. Leach was president, and associated with him were Oscar A. Leach, a brother, and B. F. Kerr, a furniture dealer. B. A. Leach was secretary and treasurer of the Sowers-Leach Lumber Company and never took his interests from that concern, although he was not actively connected with it. Recently negotiations were carried to a successful conclusion for a consolidation of the two companies. The name will be the Sowers-Leach Lumber Company and the B. A. Leach Lumber Company will surrender its charter. John K. Sowers will be president and B. A. Leach, secretary and treasurer. The offices of the new concern will be in the Columbus Savings and Trust building.

The M. Brown Company of Wapakoneta, O., has amended its charter to permit it to manufacture and sell lumber and mill work in addition to making churns and other household specialties.

Charles C. Lakin, representing Look & Marion of Lincoln, Va., was a caller on the local trade the first of the month.

Wm. M. Ritter and J. W. Mayhew of the W. M. Ritter Lumber Company left for an extended inspection trip of the mills of the company in the South early in the month.

J. W. Mayhew of the W. M. Ritter Lumber Company, M. A. Hayward of M. A. Hayward & Sons, and J. W. Taylor of the Domestic Lumber Company attended the meeting of lumber salesmen at Chicago the latter part of February.

E. B. Galloway of the Galloway & Pease Company, Johnson City, Tenn., was a caller upon Columbus wholesalers recently.

John M. Peel and Pearl McIlroy of Marysville, O., have been added to the board of directors of the Clear Creek Coal & Lumber Company, which has headquarters in Columbus and which holds a large timber tract near Isoline, Tenn.

The L. A. Marshall Company of Cleveland, O., has been chartered with a capital of $10,000 to operate a saw and planing mill and to manufacture lumber. The incorporators are L. A. Mar-

[illegible] Placide Gerkenheimer, M. D. Rettig and W. R. Marshall.

The sawmill belonging to John Ott near Galena, Delaware county, Ohio, was totally destroyed by fire recently.

CINCINNATI

Notwithstanding the general inclination to complain of unsatisfactory business conditions in the hardwood market there are additions being made to the number of concerns engaging in the hardwood lumber business at this point. Within a few months there have been added to the list the Thompson Lumber Company, organized with a capital of $30,000, of which R. W. Thompson is president; the Short Hollowell Company, which is a combination of two companies, with offices in the Mercantile Library building, of which M. R. Short is president; the W. E. Heyser Lumber Company, a new company, with W. E. Heyser, formerly a member of the Hardwood Lumber Company, as president. The Hardwood Lumber Company has reorganized, and J. H. P. Smith was made its president. The Dwight Hinckley Lumber Company reorganized, with Dwight Hinckley as president and S. E. Giffen, formerly of the Louisiana Red Cypress Company, as secretary and manager. The company has built a large yard, with dry stock sheds, railroad switches and office buildings in the West End. The T. B. Stone Lumber Company has removed its offices to the yards on Hopkins street and McLean avenue. The Roy Lumber Company has been purchased by the Logan-Maphet Lumber Company of Knoxville, Tenn., and is located at Bank street and Western avenue, with I. M. Asher in charge of sales and J. D. Serena in the office. The old firm of John Dulweber & Co. has been incorporated as the John Dulweber Company, with a capital of $225,000, with B. F. Dulweber as president. The Sterrett Lumber Company has been dissolved. W. S. Sterrett is now sales manager for the Farrin-Korn Lumber Company of Winton Place, and J. D. Farley is the representative of the Louisiana Red Cypress Distribution Company. The Conasauga Lumber Company of Conasauga, Tenn., C. B. Benedict, president, has opened an elegant suite of offices in the Fourth National Bank building, where the headquarters of the company are now located, with John Byrns, secretary-treasurer, in charge. The offices of Bennett & Witte have been enlarged by adding additional rooms to accommodate the increased office force, and T. J. White, formerly the representative at Moline, Ill., is now established in the headquarters at this city.

While reviewing the changes made, it might be well to enumerate also some of the additions. The Tensas River Lumber Company, organized in Cincinnati, and controlling 70,000 acres in Concordia Parish, La., with headquarters in Cincinnati, has been quietly at work pushing its operations. George Balch is president, with Cliff S. Walker vice-president and general manager. The company has just completed the first mill on its plant, and is now commencing to saw lumber, with S. A. Conn as the mill manager. Just as soon as the No. 1 mill is completed, the company will commence the work of installing other mills on various parts of its tract.

That February was a slow month is proved by the figures furnished by the car service bureau. The receipts of lumber by rail for the month of February were 5,747 cars, as compared with 5,828 cars for the same month in 1910. The shipments were 4,976 cars, while in February, 1910, they were 5,162 cars. These are the lowest figures for February in several years.

W. A. Bennett of Bennett & Witte, who has been on the road in the interests of his house since the first of February, returned Monday, to spend a few days at the office to straighten out urgent matters requiring his personal attention, and to be present at the meeting of the Lumbermen's Club. He will leave in a few days for the South to look after his interests in that section.

Tight cooperage is again getting back to normal conditions, all of the large cooperage concerns doing a good business. There is a steady increase in the demand for bourbon and whisky packages, with a good demand for beer kegs and barrels, while the demand for heavy "chip" tanks and large work is satisfactory. In the departments for small tight cooperage, wine half and quarter-barrels, with white lead and paint kegs, business is showing strong improvement.

The sawmill plants in this vicinity are all running to full capacity, with good supplies of logs. On the Mill Creek valley side, the mill of the Francke Lumber Company at St. Bernard is well supplied with walnut logs, which it cuts up for the German trade, and which is distributed through the home office in Berlin, Germany. The Talbert-Zoller mill at Winton place is cutting oak and making oak veneer flitches for its own veneer mill. The Ohio Veneer Company and the Cincinnati Hardwood Lumber Company, with mill on Colerain avenue, are well supplied with veneer logs, both imported and domestic, and are running their mills to full capacity, manufacturing lumber and veneers. The Freiberg Lumber Company on McLean avenue is running full with a good supply of Mexican mahogany logs, cutting lumber and making flitches for its veneer saws. The Maley, Thompson & Moffett Company on West Eighth street is running its big concrete plant full, with a good supply of oak logs, together with poplar and other hardwoods. The veneer plant of the company is also busy. On the east side of the city the great plant of C. C. Crane & Co. is running all of its mills full time, with a good supply of logs in the river.

F. C. Fischer, former manager of the Central Box & Shook Company, one of the plants in the Farrin-Korn combination at Winton place, was in the city for a few days, representing the Ferguson Lumber Company and the Santee Cypress Company of South Carolina.

Chapin L. Barr of the V. P. Whitney Lumber Company, Philadelphia, Pa., spent some time in the city the past week.

H. B. Nields of the Little River Lumber Company, Townsend, Tenn., is here looking after the selling end of his company. Everything in that section is reported as satisfactory, with the plants all running.

Furniture manufacturers report conditions fair with a good outlook for the immediate spring trade, which their manufactured stocks are in good condition to meet. The returns from the men on the road, who have started out on their spring trips, are very encouraging. The manufacturers of desks and office furniture have enjoyed a good business all during February on orders for future delivery, and while the orders for new business during February were not encouraging from the domestic trade, the foreign export orders were plentiful.

INDIANAPOLIS

[illegible] has been little change in the hardwood situation. Trade is fairly brisk, with good prospects ahead. Shipments are moving freely, owing to some recent relief in the car shortage situation.

E. M. Bachman, a local hardwood and veneer manufacturer, is erecting an apartment house at a cost of $20,000.

John Tyrol of the Tyler Mahogany Company and Louis Buddenbaum of the Buddenbaum Lumber Company have been appointed on a special committee of business men to assist in selling lots in Mars Hill, the new industrial suburb.

E. H. Greer and C. D. M. Houghton, who have conducted the Greer-Houghton Lumber Company as a partnership, have dissolved partnership and Mr. Greer will conduct the business under the old name. Mr. Houghton has organized and incorporated the Houghton Lumber Company with an authorized capitalization of $20,000, those associated with him being Grace M. Houghton, A. C. Houghton and F. C. McGrayel.

J. W. Hankins has taken a position as office manager with the Greer-Houghton Lumber Company. He was formerly with the Van Cleave Lumber Company.

N. A. Gladding of E. C. Atkins & Co. has been appointed a member of the reception committee of the Columbia Club for the ensuing year.

MEMPHIS

The weather throughout this territory during the past fortnight has been more favorable than a short time ago, but there has been some further rain. However, the woods are still extremely wet, not only in Tennessee and Mississippi but also in Arkansas, with the result that more attention is being paid to unsatisfactory logging conditions. As previously stated in this correspondence, the log supply in this territory is decidedly deficient, and this fact is receiving additional emphasis at the hands of both manufacturers and distributers of lumber. Consumers are also taking note of the fact that there is not an adequate supply of timber. Manufacturers here are anxious to run their plants on full time and are doing so, except where they are without the necessary timber supply. A better feeling prevails among the trade generally and there is a larger business doing at more remunerative prices.

R. E. Lee Wilson, president of the Lee Wilson Lumber Company, and associates have purchased the Jonesboro, Lake City & Eastern Railroad, which is sixty-six miles in length and extends from Jonesboro to Osceola, Ark. The purchase price is said to have been $220,000, together with assumption of outstanding indebtedness against the road. Mr. Wilson has lived in Memphis for a number of years, and is strongly identified with the business interests of this city. However, for some time he has owned extensive timber lands and other holdings in eastern Arkansas. His firm operates two large plants in that state, having headquarters at Memphis. Mr. Wilson has been elected president of the road under the new regime and W. H. Smith, who has been in charge of the lumber interests of the firm at Memphis, has been made general manager. As a result of this change in his work, Mr. Smith will remove to Jonesboro. No statement has been given out by Mr. Wilson or his associates as to the real object in purchasing this line.

R. J. Darnell, Inc., has filed suit in the circuit court against the Illinois Central and Yazoo & Mississippi Valley Railroads for $10,000. The suit is in line with a number of other suits filed in the circuit court recently by lumbermen against the same defendants for rebate on logs milled in transit. The suits, it is understood, are friendly, the railroads, however, wishing to have an order of court to pay the rebates, to avoid any conflict which might arise over construction of laws regulating interstate commerce.

Indications are that the baseball team maintained by the Lumbermen's Club of Memphis will have to get up and hustle if it keeps ahead of the team which is to be put into the field by the Lamb-Fish Athletic Association at Charleston, Miss. The stockholders of the latter met at Charleston, February 28, and it was shown that all of the stock had been subscribed and that practically all of the seventy stockholders were present. A board of eleven directors was chosen, and they elected the following officers: W. B. Burke, president; H. L. Gray, vice-presi-

dent; G. S. Hill, secretary; A. G. Fritchie, treasurer. The question of employing a professional coach to act as playing manager was discussed at this meeting, but it was decided not to take definite action on this point until applications from several other professional players might be received. All positions on the team have been filled, but no practice work has been done on account of unfavorable weather conditions. The grounds controlled by the association are in first-class condition, and it is the intention of the association to maintain the reputation established last season of having the champion amateur team and finest baseball plant in Mississippi. The Lamb-Fish Athletic Association is part of the plan of the owners of the Lamb-Fish Lumber Company to give to its employes proper facilities for enjoyment and physical development. Readers of HARDWOOD RECORD are familiar with the fact that it has an extensive club at Charleston, which is a practically unique feature in the annals of the lumber industry in that state.

Following the announcement that the Mississipp Valley Transportation Company would inaugurate service on the Mississippi, between St. Louis and New Orleans early in March, comes the statement from the officials of the Lee Line steamers here to the effect that, whereas they have been operating only one boat between St. Louis and Memphis, they will in future operate two. The Ferd Herold has been handling this business, but in future it will have the Rees Lee as its running mate. The Lee Line will also double the service between Memphis and Cincinnati. With one new company to inaugurate service and with one of the old established companies to double its present facilities, indications point to a decided revolution of traffic on the Mississippi and its tributaries.

Announcement is made that the Louisville & Nashville and the Nashville, Chattanooga & St. Louis Railroad Companies will build a freight depot at Broadway and Main streets, which will cost approximately $200,000. It is also announced that the Frisco System will spend at least $250,000 this year in enlarging and improving its terminal facilities here. It purchased a large tract of land in the eastern portion of the city several years ago for terminal purposes, and is now beginning the grading of the yards. There will be a large increase in the amount of trackage and the machine shops will also be considerably enlarged. One of the officials of the Frisco System is authority for the statement that, counting the cost of the land itself, the company will spend within the next few years approximately $1,000,000 in terminal facilities. The Frisco System has been somewhat handicapped in the handling of lumber in large shipments because of the lack of adequate terminals and this large improvement work which has been undertaken by that road is looked upon by lumber interests as a most satisfactory development.

A stave mill, with a capacity of 40,000 staves, is to be located at Newport, Ark. It is to be operated by the Central States Cooperage Company, with headquarters at Newcastle, Ind. The company has secured a five years' lease on the site on which the mill will be erected and the plant will give employment to from sixty to seventy-five men. It will provide an outlet for a considerable quantity of gum, ash, elm, cottonwood and other timber in that territory. It is regarded as quite an important acquisition for Newport.

While the J. V. Stimson Hardwood Company has for some time been operating the plant and generally conducting the business which was known under the name of the Ryan-Stimson Lumber Company, it has only within the last few days filed articles of incorporation. The capital stock is placed at $60,000 and the incorporators are: J. V. Stimson, B. F. Katterhenry, D. Katterhenry, C. A. Weathers and E. R. Odle. It will be recalled by readers of the HARDWOOD RECORD that Mr. Stimson bought the interest of Mr. Ryan in the Ryan-Stimson Lumber Company some time ago, and that Mr. Ryan, together with his associates, has organized the Philip A. Ryan Lumber Company.

The Huntsville Lumber Company, Decatur, Ala., has purchased the timber on the farm of W. M. Meyers near Decatur for a consideration of $10,000. The timber is very largely red and white oak, although there is some hickory and poplar. This is the largest timber land transaction made in that section for some years and the tract is said to be the finest in that territory.

BRISTOL

William S. Whiting of the Whiting Manufacturing Company, was in the city this week. Mr. Whiting's company has completed a band mill, with a daily capacity of 75,000 feet, and will erect another at an early date that will cut 125,000 feet of stock daily. The company is already operating extensively in this section.

Congressman Sam R. Sells, president of the Sells Lumber & Manufacturing Company of Johnson City, Tenn., returned this week from Washington. Congressman Sells is becoming a leading Republican politician, having become the congressman from this district March 4. He will continue in the lumber business.

O. S. Olmstead of the Floyd-Olmstead Company, Philadelphia, was among the buyers on the Bristol market last week.

Among the visitors here this week was O. H. Vial of Greene county, Tenn., who operates a large band mill in that county. He reports activity in manufacturing in that region.

Fred K. Paxton of the Paxton Lumber Company, returned last week from Illinois, Indiana and other central western states, bringing with him a message of good cheer to the local lumbermen. The Paxton Lumber Company has cut out several of its small tracts and is now looking for a larger one.

E. H. Weigel of Weigel & Co., Williamsport, Pa., was buying lumber on the local market last week and looking after interests of his company in this section.

J. C. Campbell of Currie & Campbell, Philadelphia; L. H. Snodgrass of the Buck-Snodgrass Lumber Company, Johnson City, Tenn.; George R. Dilk of Richmond, Ind., and E. H. Bennett of Columbus, O., were among recent buyers on the Bristol hardwood market.

LOUISVILLE

Louisville lumbermen as a rule expressed gratification on the result of the action of the Interstate Commerce Commission in refusing to allow increases in the rates to be made. It is believed that the commission will also scrutinize carefully the rates which it is proposed to advance on lumber in southern territory April 15, a uniform increase of a cent a hundred being provided. It is expected that the tariffs showing these advances will be filed with the commission on or about March 15, and after that time the shippers will know more about just how the various markets are affected. It is believed that the Louisville Hardwood Club will protest against the increase.

Plans are being made by local lumbermen to affiliate with the Transportation Club of Louisville, which devotes its attention to the discussion of traffic problems. Some of the lumbermen are members of the organization, but a great many are not, and it is the hope of those interested that the value of the organization shall be understood and that the lumber interests shall be more largely represented in the association.

J. C. Wickliffe, secretary of the C. C. Mengel & Brother Company, was married in Chicago, March 7, to Miss Julia Kniskern, formerly of Louisville. Mr. and Mrs. Wickliffe left for California, where they will spend a honeymoon of about a month. The bride was the recipient of many presents, among them a silver tea service from the Louisville Hardwood Club, which also wired its congratulations to Mr. Wickliffe a few hours before the ceremony.

C. H. O. Houghton, a well-known veneer man of New York, was in Louisville recently. He was accompanied by his son, M. W. Houghton. They reported conditions in the East looking up.

M. E. Gray of Asheville, N. C., was in Louisville last week. Mr. Gray is a well-known logging engineer, and is taking a big part in the timber operations of North Carolina.

H. J. Gates of the Louisville Point Lumber Company has returned from Philadelphia, where he was an usher at the wedding of Tom Wallace, a local newspaper man, who was married to Miss Augusta French.

P. B. Raymond has announced to local friends in the trade that he is now in the veneer business in Knoxville, Tenn., having left Indianapolis, where he was president of Raymond & Adams for a long while.

A. E. Norman of the Norman Lumber Company is one of those who believes that the tariff situation is so full of interest to lumbermen that they ought to be closely allied with the Transportation Club. He has urged the members of the Hardwood Club to join that organization.

W. A. McLean of the Wood Mosaic Company, New Albany, Ind., is spending a short time in Canada, combining both business and pleasure while he is away.

The American Metallic Packing Company of Lexington, Ky., is preparing to install a sawmill in eastern Kentucky, and is asking for prices on equipment.

High water in many Kentucky streams brought down a large volume of logs, and most of the sawmills located on the inland rivers are now operating at their full capacity.

ST. LOUIS

The number of building permits issued during February was larger than during January, although the value of the buildings authorized was smaller. A considerable increase in permits, though not in the value of the buildings, is shown by the month just closed over the corresponding month last year.

Charles Rehbein, eighty years old, until three years ago vice-president of the Riddle Manufacturing Company, died a few days ago. He had been ill since the first of the year. Mr. Rehbein was born in Germany. He came to St. Louis when young and engaged in the planing mill business. The name of the firm was then the Mississippi Planing Mill Company. In 1879 it became known as the Riddle-Rehbein Manufacturing Company. Three years ago Mr. Rehbein retired on account of advanced years. He is survived by one son and two daughters.

The W. H. Putnam Lumber Company filed articles of incorporation recently, with a capital stock of $25,000, fully paid, to manufacture and deal in building material. Charles F. Stuck and Victor L. Rhodes own forty shares each; W. H. Putnam, fifty shares; J. C. Quigley, William Ferris, August Beck, Frank Arnold, Lawrence H. Caugh, John Craig, Vincent A. Carroll and Fred Krueger ten shares each.

A most satisfactory number of inquiries have been received for plain oak and ash and more particularly red gum by the Charles F. Luehrmann Hardwood Lumber Company the past couple of weeks. The volume of business done is fully up to the amount which was expected considering the conditions now prevailing.

E. W. Blumer, sales manager of the Lothman Cypress Company, who has been on a selling trip, says trade has been more satis-

factory recently. He booked some good sized orders while out on the road.

A good improvement in trade is reported by W. W. Bates of the Garetson Greason Lumber Company.

C. H. Thomas of the Thomas & Proetz Lumber Company, has returned from a trip through the South on business. He visited the various mills of the company in order to get a personal line on the prevailing conditions.

NEW ORLEANS

Hardwoods in this market are moving more freely, especially for manufacturing purposes. Prices are well sustained, and in the better grades of oak there have been advances. An optimistic tone in the export lumber trade is apparent and the steadiness of the demand abroad is seen in the increasing number of inquiries and a disposition to buy more for future supply. As is usual at this season, the log business is falling off materially, but the record for the season has been an encouraging one and there is still a movement of considerable magnitude. Unfavorable crop conditions in Europe have worked considerably against the stave business, but the effect has been, on the whole, much less than might have been expected, and but little complaint has been heard in this direction.

N. A. Gladding of E. C. Atkins & Co., Indianapolis, is in this city looking over the affairs and prospects of the New Orleans branch. Mr. Gladding is a member of several carnival organizations, and is always on hand.

G. H. A. Thomas, president of the Thomas Lumber Company, died at his home Thursday, March 2, after a long illness.

The New Orleans Furniture Company, New Orleans, will erect an addition to its factory at Front and Bellcastle streets. Additional machinery to cost about $100,000 will be installed.

The Standard Export Company of New Orleans has filed a certified copy of its charter with the state of Texas, and has been granted the right to do business under the laws of that state with headquarters at Beaumont. It has a capital stock of $100,000. The Texas agent is A. A. Howland, who has been with the company for some time.

James D. Lacey is spending the carnival season at his New Orleans home.

Mr. Crosby of the Northern Lumber Manufacturers' Company, Batchelor, La., was in the city a few days ago on his way home from St. Louis and Memphis, where he had been calling on the hardwood trade.

MILWAUKEE

Several Wisconsin lumber and manufacturing concerns who have increased their capital stock recently are: The John H. Kaiser Lumber Company, Eau Claire, increase from $700,000 to $1,000,000; the Fond du Lac Church Furnishing Company, Fond du Lac, increase from $50,000 to $150,000; Racine Manufacturing Company, Racine, increase from $600,000 to $800,000.

The Merrill Woodenware Company of Merrill expects to have approximately 2,500,000 feet of logs decked on the factory site before the snow disappears.

The capital stock of the Racine Refrigerator & Fixture Company of Racine is to be increased to $750,000, and it is understood that the company contemplates the erection of several additions.

B. F. McMillan & Brother of McMillan have ceased logging operations. As soon as the present cut of logs is sawed the mill at McMillan will be closed. The mill was erected thirty-five years ago.

The American Seating Company is preparing to erect several dry-kilns at its Racine plant.

The Sheboygan Cigar Box, Lumber & Manufacturing Company at Sheboygan has taken over the business of the Sheboygan Cigar Mold Company.

A party of eleven men, representing the Pittsburg Hardwood Door Company, recently inspected the plant of the Paine Lumber Company at Oshkosh. The party included Robert Finnegan, R. H. Wilson, T. H. Taylor, W. W. Fuller, E. E. Yahr, George E. Booth, R. Weber, M. M. Eichenlach, E. A. Brown, C. M. Rigley and F. W. DeBoice.

The Brillion Manufacturing Company has been organized at Brillion to succeed the Brillion Woodenware Company, and the plant will be opened at once for the manufacture of cheese boxes, bent woodenware and cheesemakers' supplies.

The Wisconsin railroad rate commission has dismissed the complaint in the case of the Wheeler-Timlin Lumber Company against the Chicago, Milwaukee & St. Paul road, involving a charge for overweight in lumber.

Reuel Francis Weston, a well-known contractor of La Crosse, who, with Ex-Governor Washburn, was one of the organizers of the La Crosse Lumber Company in 1871, recently died at the age of seventy-four years.

The executive committee of the Wisconsin Advancement Association, recently organized by leading lumbermen and timber owners, met in Madison last week in conference with the state commissioner of immigration and the dean of the college of agriculture of the University of Wisconsin, and decided to establish a bureau of publicity to advertise lands in northern and central Wisconsin. H. C. Baker of Marinette will have charge of the bureau.

SAGINAW VALLEY

Nearly all the hardwood mills in the valley and on the lines of railroads coming to the river are in operation. The mills at Bay City and Saginaw receive their stock of hardwood timber from the territory traversed by the Michigan Central Mackinaw division extending from the valley to the head of Lake Huron. A few logs come down over the Detroit and Mackinac Railroad, but the timber on the shore is mostly manufactured at interior mills. Not only does the Mackinaw division supply the valley mills with logs, but along the line of that road there are numerous mills which manufacture large quantities of lumber. Some of this stock is bought by local dealers and handled here, while the remainder passes through the valley to other markets. Last year the hardwood lumber output of these Mackinaw division mills was:

	Feet.
Batchelor Timber Company, West Branch	4,900,000
Henry Stephens Company, Waters	4,122,000
Salling Hanson Company, Grayling	7,661,059
R. Hanson & Sons, Inc., Grayling	3,354,547
N. Michelson Lumber Company, Michelson	200,000
Johannesburg Manufacturing Company, Johannesburg	6,120,000
Michelson-Hanson Lumber Company, Lewiston	1,500,000
Lewis Jenson, Salling	1,750,000
Humphrey Brothers, Gaylord	25,000
David Ward Estate, Deward	4,622,765
Total	34,276,034

In 1909 the output of these mills totaled 48,366,028 feet. The Michelson-Hanson Lumber Company exhausted its timber last season. The mill was sold and dismantled and the machinery sold and taken to Bay City.

Lumber shippers have been exceptionally favored this winter in having experienced no difficulty in obtaining transportation for moving lumber. Heretofore cars have been scarce during the winter months.

Manufacturers of flooring report a fair trade, and prices are fairly satisfactory. The plants of Hanson-Ward and W. D. Young & Co., at Bay City put out a lot of stuff for the export trade. The S. L. Eastman Flooring Company manufactured 10,000,000 feet or more of flooring during the year. The company takes a lot of maple from the Robinson Lumber Company operating in Ogemaw county north of Bay City, and also buys several million feet of lumber every year of Bay City parties. W. D. Young & Co. last week received seventy-seven pieces of Australian hardwood timber for special purpose.

DETROIT

The planing mill and interior finish factory of the Harding Lumber Company in the North Woodward district have been completed and are doing a good business. The yards are in a rapidly growing residence district, where the best class of residences are being erected.

The C. W. Kotcher Company has installed at its Adair street dock a saw and planing mill and is prepared to turn out fine hardwood interior finish and all kinds of finished hardwood lumber.

During the month of February building operations in Detroit totaled $2,308,900. The month was the warmest February in Detroit in the past eighteen years, and builders were very busy. Building during the first week in March totaled $355,025.

Trade in hardwoods shows considerable improvement in this market, due to quite an extent to unseasonably mild weather. Oak and maple have been in good demand, while basswood has picked up somewhat. Automobile industries are large purchasers of poplar and maple. Prices have held up in fairly good shape. Trade has been active in the interior finish, hardwood flooring and veneering industries.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

There was a decided weakness manifest in the Chicago hardwood market during the last two weeks, but the trade reflects a feeling of confidence and expectancy and a belief that with the advance of spring, business will resume normal proportions. Even now the demand is growing slightly, but the trade comes in dribblets. Inquiries notably are increasing, but the average buyer is simply purchasing enough stock to keep his plant going, and seems to prefer that the wholesaler and manufacturer shall capitalize his lumber stocks.

The refusal of the Interstate Commerce Commission to admit an increase in freight rates meets with general approval, but this stand seems to increase the mood of hesitancy of the necessity of immediate purchases.

There is a disappointment locally in the paucity of orders being received from the railroads and other corporations. The same hand to mouth purchases which apply to other lines of trade prevail among the big buyers. Local yards seem to be having a fair volume of business made up of small orders. However, few are doing as much business as they did a year ago at this time.

There is an increased demand for red gum, which is perhaps occupying the strongest po-

sition of any wood sold in this market. The call for cottonwood is strengthening and prices are firm. The market in plain oak, maple and birch remains unchanged, but prices are firm, while the demand for white ash and cypress is only fair.

Coffin manufacturers report a fairly good current business and a decided increase in inquiries, but they are buying only sparingly of sound wormy chestnut, their chief line of lumber purchase, and values are showing no enhancement.

The call for poplar in panel stock for the automobile and delivery wagon trade has improved somewhat.

The one notable feature of the local trade is that there has been a decided improvement in the marketing of the lower grades of hardwoods in general.

There is every confidence that the present period of uncertainty will give place to steady and satisfactory trading in hardwoods as the season advances, but right now with an impending new session of an uncertain Congress, with equally uncertain legislation, with unsatisfactory weather conditions, with the insurrection playing havoc at our southern border in Mexico, and with the proposed reciprocal measures with Canada still in abeyance, it is no wonder that the present commercial hesitancy prevails.

Chicago hardwood dealers, in common with all Chicago business men, maintain their full quota of optimism, and there is a firm belief that before the year 1911 is finished it will prove a very good one for the trade.

NEW YORK

The hardwood market shows considerable increase in trade with the approach of spring. No big business is offering but the aggregate of medium-size orders is fully up to expectations, considering the season of the year, and the outlook seems promising for a very fair spring trade. Prices on good grade lumber continue very strong. Stocks in many directions are scarce, which fact is tending to keep prices firm, with a slight upward tendency. The low-grade market is also improving considerably but is not as strong as the good grade branch. However, if the spring demand materializes, as it now seems likely to, the low-grades should receive considerable benefit. The local manufacturing trade is buying more freely and, while prices on good grade stock militate against large purchases, the general run of trade is satisfactory. The demand at the present time runs largely to oak, poplar, ash, birch, beech and maple.

BUFFALO

Business is rather quiet with most of the local yards, although it is about what many have expected for the season. Prices in the hardwood trade are keeping firm in spite of the fact that there has not yet started any strong call for lumber. Birch and maple are still strong and manufacturers are not always well supplied when inquiries come in for these two active kinds of lumber. Most of the lumber of good quality of the South and Southwest is scarce and high. Oak, both plain and quartered, is in fair demand, the price of the former especially being firm. Chestnut and poplar are also in good request at prices about as they have been. Some larger sales of cherry are reported. Other hardwoods are only fairly active.

PITTSBURG

The trend of affairs here in hardwood matters is very satisfactory, considering general business conditions. Bad weather is still holding back building operations to a considerable extent in the outlying industrial towns, where a large amount of house building is assured for the summer. Yards on this account are buying lumber carefully, as they do not intend to stock up heavily until the season appears to demand it. The city yard trade is confined more to furniture and manufacturing stock than to business with the planing mills. In fact, the demand for lumber from manufacturers has been the encouraging feature of the trade the past two weeks. Furniture manufacturers are looking for a good year, as are also the makers of implements, carriages and wagons, and the plants in this vicinity have commenced to take on a heavy stock of good dry lumber. Railroads have encouraged wholesalers the past few days by their inquiries and orders for heavy stock, chiefly bridge timbers. Ties and poles have also been sold to good advantage and the demand for these is apparently much better than it has been for some two years. Hardwood mills are not piling up stock to any extent, and the trade in general anticipates a good business this spring and summer.

BOSTON

Reports relative to the hardwood market continue to vary considerably, so far as the demand is concerned. There are dealers in this market who have been favored with a satisfactory volume of new business, while others have encountered a rather moderate volume of orders, and a few still refer to the demand as dull. Asking prices have tended to check the call in some cases, and the fact that so many manufacturers of hardwood lumber are making offerings direct also lessens the scope of the wholesale dealer. Consuming manufacturers are not buying hardwood lumber of any description with the freedom customary at this time of the year.

There has been a fair inquiry for plain oak from the yard trade. The demand has been largely for five-eighths inch stock. Quite a demand has developed for plain oak in the straight or comb grain. Considerable of this style is wanted for interior finish. The demand for quartered oak has ruled rather quiet, due in part to the high level of prices. The demand for birch has increased and prices are held with more firmness. Maple is well held. Cypress moves in a moderate way only.

BALTIMORE

The feeling among the hardwood men of this section is distinctly optimistic. An increase in activity is being noted, which, it is thought, will soon become more pronounced. No. 2 common oak maintains the gains it has made in price, being called for with comparative frequency and in such volume that stocks at the mills are being reduced rather than increased. Of course, at this season of the year millmen have various obstacles to contend with, the roads being in no condition for hauling and operations at times suffering a halt; but notwithstanding these impediments, headway is being made. The furniture factories and other wood-working establishments consuming hardwoods are increasing their requirements and local salesmen have secured a considerable number of orders lately. The out-of-town trade is even better. Dealers are reported to be receptive and a general disposition exists to augment stocks. The previous depletion of supplies is also to be made good, and the combined effect of these considerations is to impart a degree of buoyancy to the trade which has not been reached for some time.

Perhaps the only really weak feature is sound wormy chestnut, which continues very low in price. The production of this grade has run ahead of the requirements, and an exceptional demand for a curtailment of the output will be necessary to restore the balance. Common poplar is about holding its own, with the movement of fair proportions. The wide lumber of good grade is relatively easy, owing to the absence of a spirited demand from the automobile makers. The foreign outlook is considered very promising. Buyers on the other side are placing orders with comparative freedom and the range of prices is moving up to figures more in harmony with values current here. The competition at points of production for stocks by the exporters serves to give a firm tone to the lumber available for export, and there is every indication that the movement will be upward rather than downward.

CLEVELAND

Business with the hardwood dealers in this territory is steadily improving with the approach of spring. An unusually good year of building operations is looked for. Manufacturing establishments using hardwoods extensively are busy and there is a strong demand from this source.

Quartered oak is in strongest demand just now. Hardwoods all along the line are strengthening in price, and some readjustments will probably be made during the spring months. There is a fair call for mahogany and some Circassian walnut is in demand. Other hardwoods remain about as usual.

COLUMBUS

Improvement has developed in the hardwood trade in central Ohio during the past fortnight. On the whole, the trade is in excellent condition and the prospects for the future are bright to the extreme. One of the best indications is the better buying on the part of manufacturing establishments. Factories engaged in making furniture, implements and vehicles are in the market for larger stocks. Yards handling hardwoods are also buying better. Prices are firm in all varieties and grades and there appears to be no overstocking at any point. There are no complaints of car shortage and collections are reported easier in most sections.

Quartered oak is in fair demand and prices remain firm. There is also a good demand for plain oak and the volume of business is larger than earlier in the year. There is a good, steady demand for poplar and firmness rules in all grades. Chestnut is also in good demand. Ash is still a little slow. There is a good demand for basswood and other hardwoods are unchanged.

CINCINNATI

Business in the hardwood market is now expected to become at least satisfactory. Some of the larger concerns report a fair condition of business, while others say that trade is very slow. The reports from the men on the road have been unsatisfactory, and collections have been and are slow. The reports from the hardwood producing regions tributary to this market show that the log tides in all the rivers have been heavy in February, and the run of logs has been greater than for many years, giving sufficient logs to keep all the mills running steadily through the summer. This will put the stocks of hardwoods available in better shape than has been the case in years.

Stocks of white quarter-sawed oak are rather light, while plain sawed white oak is scarce. This refers to the top grades, as most of the stuff offered is narrow. Manufacturers of furniture and interiors, who are the leading buyers of quarter-sawed oak, are not buying as freely as formerly. The great volume of the transactions in the market for oak are in red or red and white mixed, both for quarter-sawed and

[illegible] Mill orders for heavy oak for bridge and car stock and oak timbers are good.

The demand for chestnut is again improving, with good inquiries for long ones and twos for the building trades of the East. Sound wormy chestnut is meeting with a good demand, and a ready sale for good stock, with a noticeable increase in the volume of trade. Poplar is steadily working to the front again, with better inquiry for the wide, clear stock for the automobile trade and panel stock, and an improvement in the demand for box boards. The prices for wide poplar have hit the bottom and it is certain that before warm weather sets in there will be good advances. Manufacturers' grades of poplar are in good supply, with only a fair movement. Low-end poplar has been moving steadily, and the stocks now on hand are no longer looked on as a menace as in fact, slight advances are asked for good box lumber. There is an improved inquiry for cottonwood, and more attention is being brought to bear on the qualities best suited for manufacturing purposes. Red gum is steadily coming to the front as a market feature, with reports of weakness in the stocks of the top grades, and indications of advances in prices. Walnut is meeting with an improved movement for the foreign market, while the stocks are in a good condition to meet a heavy demand. Birch, basswood, buckeye, and ash and hickory for the wagon and carriage industries are meeting with a fair demand.

BRISTOL

Bristol hardwood dealers report that there are already indications that March will be a better month than February. Some say that February was not as good as January, and all admit that business is not as good as they had expected. The general opinion is that the outlook is most encouraging and that prices will advance this spring. More activity than usual is expected in manufacturing in this section this spring.

MEMPHIS

The hardwood situation continues healthy and, while business is not booming, the aggregate volume is quite large. Inquiries are coming in right along and orders are being booked at a fair rate. It is a well-known fact that lumber is being shipped out right along and in many cases the view is held that stocks of dry lumber are decreasing. Furthermore, logging conditions are highly unsatisfactory, and this condition is regarded as a certain forerunner of even a greater scarcity of hardwood lumber than now exists. As a result it is not surprising to find there is a firmer feeling and a better tone to the market. There have been no advances during the past fortnight, but there is no disposition to shade prices in order to move [illegible] are having to pay good prices in order to secure their needs.

The leaders in the selling movement at the moment are plain red and white oak and red gum. The demand for these items is exceptionally good, and there is no difficulty about selling what is offered. This applies to both the higher grades and to No. 1 common. Ash is moving at a fair rate in the higher grades. The best call is for thick stock. In the lower grades the demand is only moderate. Cypress is still a good seller in all grades above No. 1 common. Cottonwood is selling fairly well in both the upper and the lower grades and the same is true of sap gum. In fact, the movement in both items has shown some increase during the past three or four weeks, and there has been some improvement in prices also during the period. Cottonwood box boards are very scarce. Gum box boards are offering in larger volume than cottonwood and prices are showing some improvement as compared with a short time ago. The export business is considered by some members of the trade here as exceptionally good.

LOUISVILLE

Business has shown a noticeable improvement during the past few weeks. Orders have come in much more freely, and there has been a snap to the demand which was lacking for a while following the opening of the new year. The ill effect of the rate decision on the railroads, if there was any, has not been reflected in any smaller buying than has been noted heretofore, and the lumber interests locally approve the action of the commission.

Quartered oak is stronger, especially the common grades, while plain oak is also in good demand. Gum and cottonwood are selling well, and poplar is moving out in normal volume. Prices are steady but firmer and a stiffening in quotations is expected.

ST. LOUIS

The hardwood business has not commenced to show the improvement expected a few weeks ago, but everything points to a brisk spring business. Rains have delayed logging at the mills and they are now short. Many of them have even shut down for lack of logs. This has reduced the supply of timber and there will be quite a shortage of dry stock. The demand is excellent for red gum and the prices obtained are better than they have been. Plain oak is selling fairly well, but quartered oak is not being called for to any great extent. Prices on the latter are rather weak. Thick ash and wide poplar are having a fair run. Cottonwood box boards are in good request, but other items in cottonwood are not in good call. Maple and birch are having a good sale, with prices of maple showing an upward tendency.

There is a fairly active market in cypress. The volume of sales for this time of the year is good. This condition is notably true in regard to the factory demand. The prospects for the future are quite good and, with the anticipated advance in yellow pine, cypress will go up. Cypress dealers are well pleased with the situation.

MILWAUKEE

A change for the better has taken place in the local hardwood market. Inquiries are showing more life and actual orders are larger and more frequent in all lines. There is every indication that the amount of spring building which will be carried on in Milwaukee this spring will be in excess of that of last season. The sash and door factories and general interior finishing plants are buying stock a little more readily, while the hardwood flooring factories are exceedingly busy. The furniture factories are in the market for birch. The box plants are placing some fairly good orders, and this has resulted in a little more life in lower grades, although greater improvement is looked for a little later.

Prices are unchanged, with the exception of birch, which is a little higher. Dry birch stocks are low, as usual at this time of the year. The demand for quartered and plain oak is brisk and advances in this line are expected. New birch stocks are not expected in the local market before May, although new basswood stocks will probably make their appearance in April. Maple is in brisk demand.

SAGINAW VALLEY

[illegible] on all kinds of hardwood lumber active, with the exception of basswood, which for some reason has moved slowly, with only a [illegible] demand. Maple is extraordinarily active and is firm at a higher range of prices than obtained a year ago. Basswood, first and second, is moving sluggishly. Birch has ruled very firm, the supply of this lumber being limited. Beach is in good form and is wanted. Ash is selling about as usual, while elm has shown considerable improvement. The prospects are decidedly optimistic.

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53 M ft. 1x13 to 17, 1sts and 2nds.
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Send us your inquiries and we will be glad to name you very attractive prices.
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Everything but competition waits for a slow dry kiln—production, shipments and collections.

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Like You Want It—When You Want It

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Logs and squares, 7x" 1s and 2s Poplar, dressed on both sides, and 1" 1s and 2s Quartered White Oak, 10" and up. Will receive at the loading yard.

GOSHEN LUMBER COMPANY, Goshen, Ind.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

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500 cars good Black Walnut Logs, 10" and up in diameter. Will inspect at shipping point and pay cash.

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We own there six thousand acres of heavy hardwood timber, mostly maple, which is now being lumbered and will be able to supply annually, 10,000-20,000 cords of chemical and charcoal wood. The total available supply from cuttings is estimated at about 100,000 cords.

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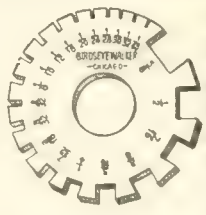
P. O. BOX 1509, New York, N. Y.

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Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

Hardwood Record, Ellsworth Bldg., Chicago.

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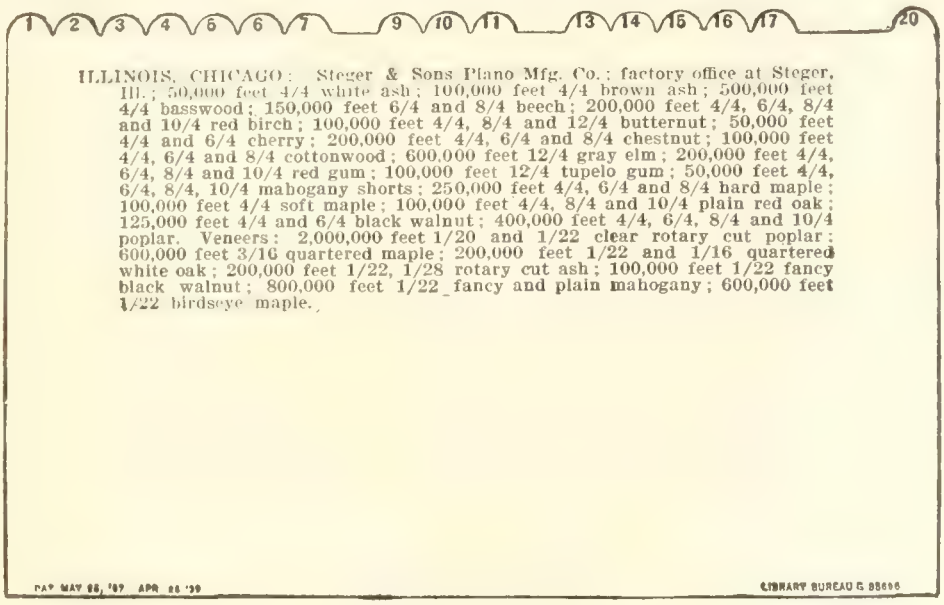
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SPECIMEN INDEX CARD



ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town
Name of concern
Name of buyer
Line manufactured
Kinds, grades and thicknesses of lumber
Kinds and sizes of dimension stock
Kinds and thicknesses of veneers
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

HARDWOOD RECORD, Chicago

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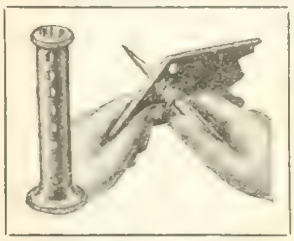
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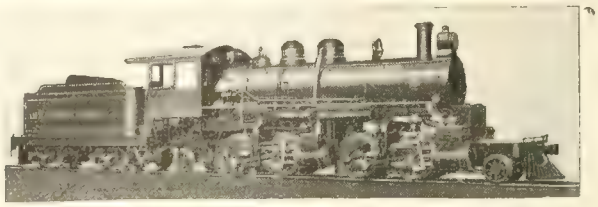
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Every member of this concern is an expert. Think of it; seven Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

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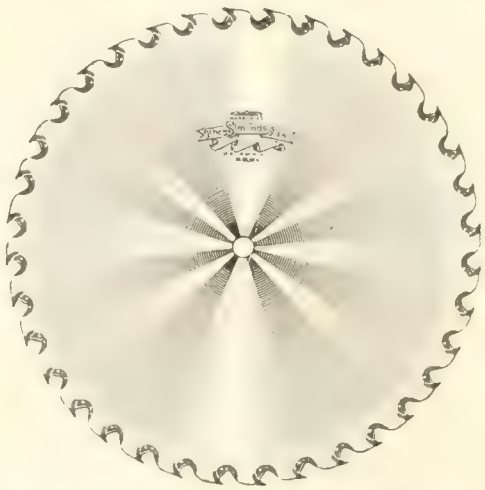
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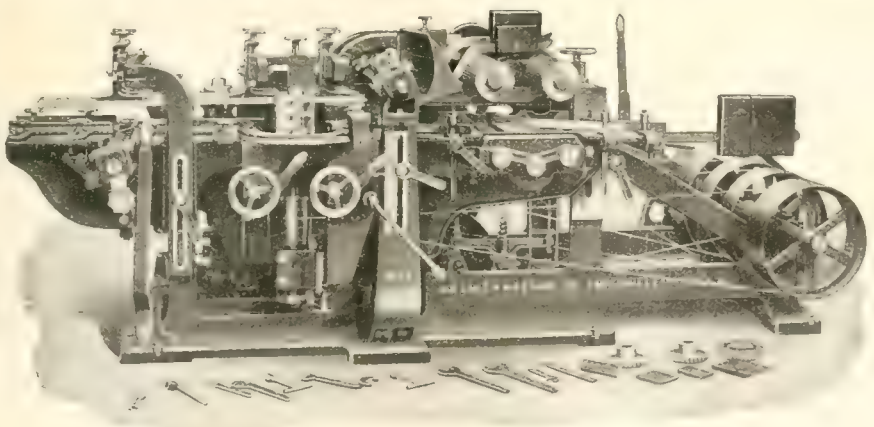
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FRAME cast whole, long and wide for belt power.

TABLE drops 12 inches for heavy work.

FEEDS start and stop by LEVERS at both ends.

SUBSTANTIAL CLUTCH and ROLLER BEARING CHAIN insure positive Feed.

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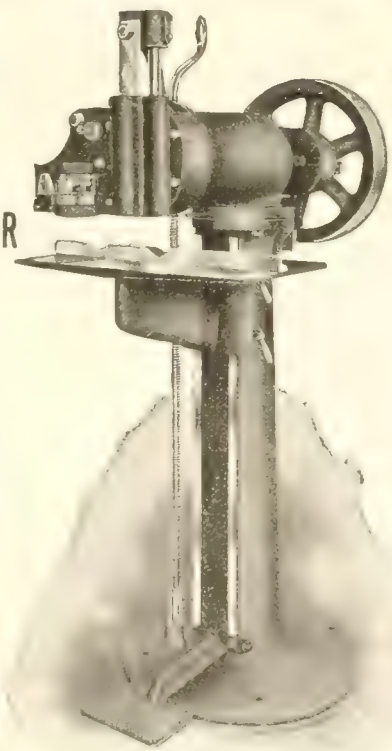
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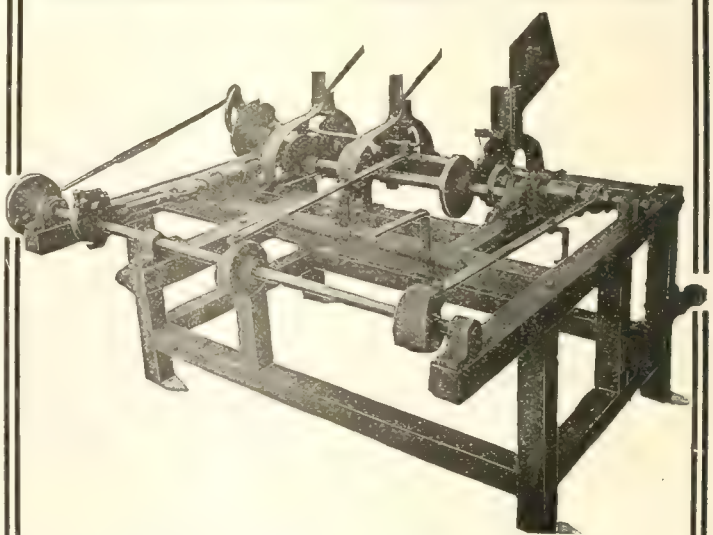
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"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Marshfield Hardwood Company

Marshfield, Wis.

Will quote close prices on the following stock:

400,000 ft. 1 in. No. 1 Common and Better Birch
100,000 ft. 1¼ in. No. 1 Common and Better Birch
100,000 ft. 1½ in. No. 1 Common and Better Birch
100,000 ft. 2 in. No. 1 Common and Better Birch
300,000 ft. 1 in. No. 1 Common and Better Basswood
400,000 ft. 1 in. No. 2 and No. 3 Common Basswood
175,000 ft. 1 in. No. 1 Common and Better Soft Elm
200,000 ft. 1 in. No. 2 and No. 3 Common Soft Elm
150,000 ft. 1 in. No. 2 Common and Better Hard Maple
150,000 ft. 1 in. No. 2 Common and Better Ash
225,000 ft. 1 in. No. 2 Common and Better Wis. Red Oak

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

BUYERS OF
ALL KINDS OF
HARDWOOD LUMBER

MAXSON LUMBER CO.

MILWAUKEE, : : WISCONSIN

WE HAVE THE FOLLOWING STOCK TO OFFER:

225,000 Ft. 1 in. No. 2 Com. and Better Unselected Birch
3 cars 1 in. No. 3 Com. Soft Elm
1 car 2 in. No. 2 Com. and Better Soft Elm
3 cars 3 in. No 1 " " "
2 cars 1½ in. No. 1 " " "
15 cars 1 in. No. 3 Com. Birch
3 cars 1¼ in. No. 1 Com Basswood
3 cars 4 and 6 in. 1st and 2nd Clear Bass Siding

Write Us for Interesting Delivered Prices

Thompson, Thayer & McCowen

Hardwood Lumber
EVANSVILLE, INDIANA

AN ESPECIAL BARGAIN OFFER

No. 1 Common Walnut, ⅜ in. to 4/4 in
No. 2 Common Walnut, ⅜ in. to ¾ in.

We manufacture Quartered, Plain Oak & Poplar Lumber



IMPROVED WHITE SAW SWAGES

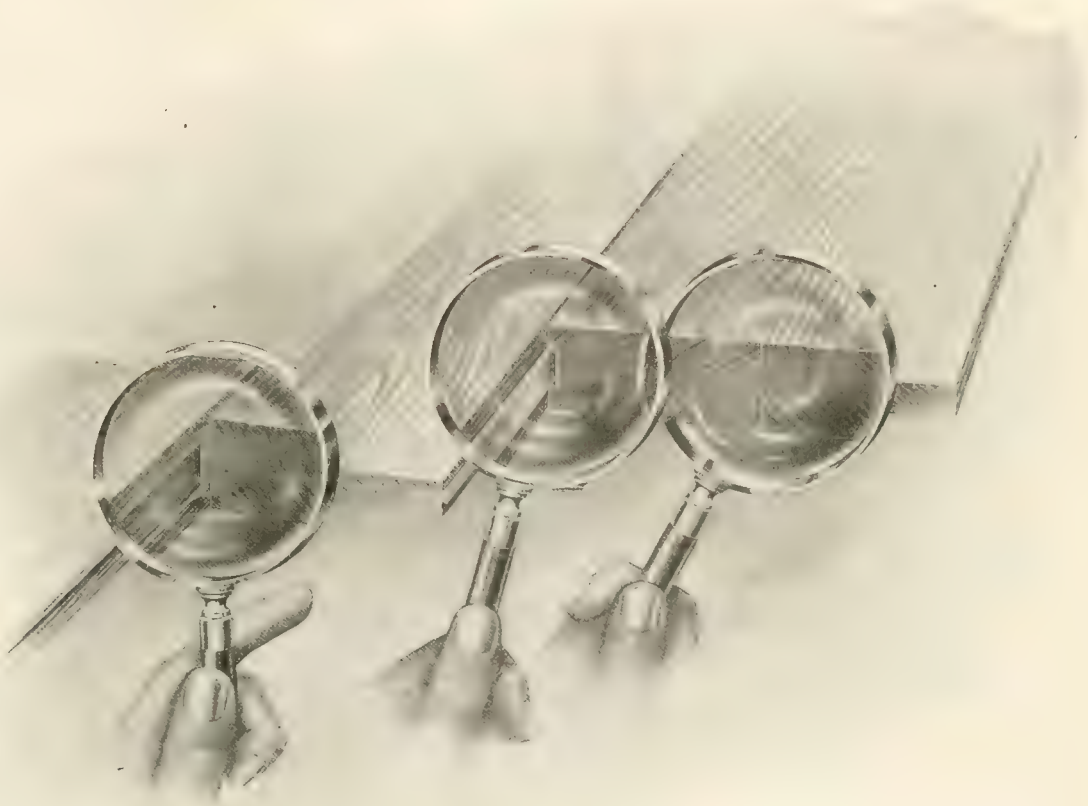
Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

Dovetail Taper Wedge
Jointed Lumber Uniting.



Which Would You Prefer,

A method that required several operations to joint and join your lumber together; or, one that would do the same work at one automatic operation—quality being equal?

Edison has said that "eventually no human hand will touch a piece of work that machinery can do." The several continuous jointers on the market with their many new improved mechanisms have not brought you any nearer to an ideal method of joining lumber than they were several years ago.

The new **Linderman Automatic Dovetail Glue Jointer** making the **Tapering Wedge Dovetail Glue Joint** brings to you a method of joining lumber together automatically on one machine, by simply taking your lumber and jointing, gluing, uniting and sizing the panel to width at one automatic operation. By using the Tapering Wedge Dovetail Joint, which is here illustrated, you are assured of a perfect glue joint that will hold up with the finest finish. This new method is giving a number of leading furniture manufacturers a product that is equal to any they have ever made. Yet you will see that by being able to feed the lumber into both ends of the machine at the rate of from 40 to 60 lineal feet per minute, how you would be able to cut your joining cost about two-thirds.

If you will merely request it, we will give you the facts and figures.

LINDERMAN MACHINE CO.,
Muskegon, Michigan

J. M. GILMOUR
90 West St., New York City

SELLING REPRESENTATIVES
E. V. PRENTICE, Portland, Ore.

C. A. BURNHAM
Thomasville, N. C.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

NEW YORK OFFICE, No. 1 Madison Avenue,
Linehan Lumber Company, Manager.

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

NOW THAT YOU HAVE READ ALL THE OTHER SIGNS REVERSE THE TELEPHONE CHARGES AND GIVE YOUR ORDER FOR POPLAR AND OTHER HARDWOODS, WHITE PINE, HEMLOCK AND SOFT YELLOW CYPRESS TO OUR NEAREST SALESMAN OR DIVISION SALES MANAGER. OFFICES LOCATED IN CHICAGO, ILL. AND PHILA., PA.

MAIN OFFICE, COLUMBUS, OHIO. W. M. RITTER LUMBER COMPANY

W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF BAND SAWED

OLD FASHIONED SOFT

YELLOW POPLAR

ASHLAND, KENTUCKY

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in Both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

THE HARDWOOD MARKET PLACE

Hardwood Record

Sixteenth Year, Semi-Monthly. | CHICAGO, MARCH 25, 1911 | Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

THE ATLANTIC LUMBER COMPANY

2 Kilby Street, :: BOSTON

Would like to talk to you about their large stock of

Plain and Quartered WHITE OAK

Tennessee Red Cedar, Thin Poplar and Poplar Siding

ASK US WHAT WE CAN DO FOR YOU

KEYS-FANNIN LUMBER COMPANY

HERNDON, W. VA.

HAS A LARGE STOCK OF CHOICE

WEST VIRGINIA HARDWOODS

PLAIN and QUARTERED WHITE and RED OAK

BASSWOOD CHESTNUT HEMLOCK

Rough or Dressed Write for Prices

¶ The unification of existing hardwood inspection rules into a single standard for universal application, is the insistent demand of every sane and honest man connected with the manufacturing, wholesaling and consuming of hardwoods.

LUMBER INSURERS' GENERAL AGENCY

Managers of the Leading Stock Fire Insurance Companies making a specialty of Lumber and Woodworking Risks

84 William Street, - - NEW YORK

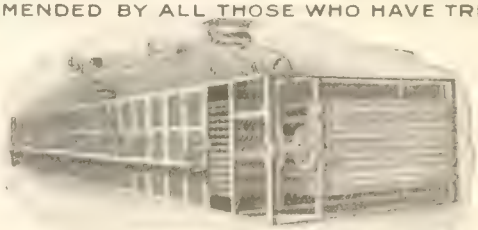
PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

McILVAIN'S SPECIALS FOR PROMPT SHIPMENT

We have a large stock of dry

Poplar

running from 5/8 to 4 inches thick, soft yellow, well manufactured, good widths and good lengths. We cut dimensions Poplar.

50,000 feet No. 2 Common and Better

Black Walnut

home dry—Philadelphia Yard. This should be exported.

A large stock of

Soft Cork White Pine

We want orders for some Pattern Lumber.

Ready for immediate shipment from our Philadelphia Yard: Large stock of dry

Mahogany

We have a fine stock of No. 1 Common and Better

Chestnut

for immediate shipment. All thicknesses

A large well assorted stock of

Cypress

for direct shipment from our mill.

2 cars 4-4 1 & 2

White Oak

3 cars 4-4 No. 1 Common on our Nashville Yard.

A large well assorted stock of

Hardwoods

on our Nashville Yard.

On our Nashville Yard 2 cars 4-4 Common and Better, dry

Quartered Red Oak

Band-sawed, equalized and trimmed.

2 cars 1x10 inches and up

Quartered White Oak

wider run, fancy figure—Nashville Yard.

Our 6x20 and 7x24 No. 1 Heart Rived

Shingles

make the best roof.

THE LOVELADY LUMBER CO. has started to ship lumber from its mill at Jasper, Va. Their Chestnut, Oak and Poplar is very fine. Export Oak orders solicited.

"We Have It If It's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

Mexican Mahogany and Yellow Poplar

We want to sell the following stock and would be pleased to have your inquiry for items in which you are interested:

30,000 ft. 4-4 Selects Yellow Poplar
240,000 ft. 4-4 No. 1 Com. Yellow Poplar
13,000 ft. 6-4 Selects Yellow Poplar
21,000 ft. 6-4 No. 2 Com. Yellow Poplar
26,000 ft. 8-4 No. 1 Com. Yellow Poplar
14,000 ft. 8-4 No. 2 Com. Yellow Poplar

MARKLEY & MILLER

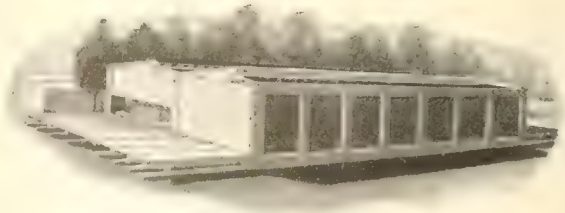
MOBILE ALA.

1214 FISHER BLDG., - - CHICAGO

MORTON DRY KILN

IMPROVED

MOIST AIR SYSTEM



The Most Perfect Dry Kiln on the Market

The "MORTON" has a reputation for drying oak, maple, birch, and beech quicker and better and with less steam than any other method—*excepting none.*

Write for our New 1911 Catalog H. describing fully Modern Fire-proof Dry Kiln Construction.

Morton Dry Kiln Co. :: Chicago, Ill.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., January 28, 1911

DRY STOCK LIST

6/4 White Ash, mill run	17 M
6/4 White Ash, No. 4 common	3 M
4/4 Basswood, No. 3 common	35 M
4/4 Birch, No. 3 common	12 M
1x7 and up Gray Elm, No. 3 common	38 M
12/4 Gray Elm, 1s and 2s	32 M
8/4 Rock Elm, No. 3 common	25 M
8/4 Rock Elm, No. 4 common	1 M
5/4 Hard Maple Step	12 M
6/4 Hard Maple, common and better	3 M
4/4 Hard Maple, No. 3 common	94 M

OUR OWN MANUFACTURE

Mitchell Brothers Co.

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., January 28, 1911

4/4 Ash, No. 3 common	17 M
4/4 Basswood, No. 2 common	136 M
1x6 Basswood, No. 2 common	43 M
1x4 Basswood, No. 3 common	14 M
1x6 Basswood, No. 3 common	7 M
4/4 Basswood, No. 3 common	73 M
8/4 Gray Elm, 1s and 2s	16 M
12/4 Gray Elm, 1s and 2s	17 M
1x10 and up Hard Maple, 1s and 2s	17 M
4/4 Maple and Beech, No. 3 common	116 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK — WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

[illegible] 5/4 No. [illegible]

30,000 " 8/4 No. 1 common and better birch.

150,000 " 5/4 No. 2 common and better basswood.

50,000 ft. 6/4 No. 2 common and better grey elm.

200,000 ft. 8/4 C. and better hemlock.

40,000 ft. 8/4 No. 1 common and better basswood.

40,000 ft. 6/4 No. 1 common and better basswood.



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

CRANDALL & BROWN
3300 South Center Ave.
Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
610 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1355 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
Office and Yard:
Iuroop St. South of 22d St. CHICAGO

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
Office, Yards and Planing Mills 22nd, Sangamon and Morgan Sts. Mills at Falcon, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Sto age Yards — 1436 Cherry Ave.

G. C. PRATT LUMBER AND TIE COMPANY
Hardwoods, Yellow Pine, Car Material and Ties
1308 Fort Dearborn Bldg.

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
STOCK READY TO LOAD AT MOUNDS, ILL.

[illegible] ft. 4/4 Fas. pl. Red Oak.
18000 ft. 4/4 Fas pl. White Oak.
62000 ft. 4/4 No. 1 pl. Red and White Oak.
28000 ft. 5/4 No. 1 and Fas pl. Oak.
31000 ft. 6/4 No. 1 and Fas pl. Oak.
36000 ft. 8/4 No. 1 and Fas pl. Oak.
12000 ft. 10/4 No. 1 and Fas pl. Oak.
61000 ft. 12/4 No. 1 and Fas pl. Oak.
24000 ft. 16/4 No. 1 and Fas pl. Oak.
18000 ft. 4/4 Fas Quartered White Oak.
12000 ft. 4/4 Fas Quartered Red Oak.
43600 ft. 4/4 No. 1 com. Qtd. R. and W. Oak.
22000 ft. 4/4 No. 2 com. Qtd. R. and W. Oak.
15000 ft. 5/4 No. 1 com. Fas Qtd. W. Oak.

All Dry For Rush Orders
OUR SHIPMENTS ALWAYS ON TIME

[illegible] ft. 4/4 No. 1 com. and Fas Ash
21000 ft. 5/4 No. 1 com. Ash.
12000 ft. 6/4 No. 1 com. and Fas Ash.
[illegible] ft. 1x3" and up Cottonwood Boxboards.
16000 ft. 1x13" and up Cottonwood Boxboards.
[illegible] ft. 1x22" and up No. 1 and Panel Cottonwd.
49000 ft. 1x6" and up Fas Cottonwood.
[illegible] ft. 1x4" and up No. 1 Com. Cottonwood.
[illegible] ft. 5/4x6" and up Fas Cottonwood.
[illegible] ft. 6/4 No. 1 Com. and Bet. Elm.
28000 ft. 8/4 No. 1 Com. and Bet. Elm.
[illegible] ft. 12/4 No. 1 Com. and Bet. Elm.
121000 ft. 4/4 No. 1 Com. and Fas Sap Gum.
[illegible] ft. 8/4 No. 1 Com. and Fas Sap Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

FACTORY LUMBERA SPECIALTY

WHITE BROS. LUMBER CO.

Successors to
G. L. Lindsley Lumber Co.

Manufacturers and Wholesalers
Hardwood and Pine Lumber

1261 MONADNOCK BLOCK, CHICAGO

Stock List — For Immediate Shipment

Telephone Harrison 7393

AT ARKANSAS MILLS

50,000 4/4 1st & 2nds Qtd. White Oak.
40,000 4/4 No. 1 Com. White Oak.
20,000 4/4 No. 2 Com. White Oak.
60,000 4/4 1st & 2nds Qtd. Red Oak.
50,000 4/4 No. 1 Qtd. Red Oak.
20,000 4/4 No. 2 Qtd. Red Oak.
200,000 4/4 1sts & 2nds Pl. Red & White Oak.
150,000 4/4 No. 1 Com. Pl. Red & White Oak.
50,000 4/4 No. 2 Com. Pl. Red & White Oak.

ST. FRANCIS VALLEY GUM

60,000 4/4 1st & 2nds Red Gum, 12'.
125,000 4/4 1st & 2nds Red Gum, 10 to 16'.
30,000 4/4 No. 1 Com. Red Gum, 12'.
30,000 4/4 No. 1 Com. Red Gum, 10 to 16'.
100,000 4/4 1st & 2nds Sap Gum, 12'.
150,000 4/4 1st & 2nds Sap Gum, 10 to 16'.
90,000 4/4 No. 1 Sap Gum, 10 to 16'.
45,000 4/4 No. 2 Sap Gum, 10 to 16'.
100,000 4/4 Box Boards, 13 to 17".
50,000 4/4 Panel, 18 to 36".

SELLING AGENTS FOR CRAIG MOUNTAIN CORK PINE

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Complete Stocks of
Northern Lumber

3 cars 2½ in. No. 1 Com. and Better Oak
4 cars 3 in. No. 1 Com. and Better Oak
2 cars 4 in. No. 1 Com. and Better Oak
3 cars 2x4 and 4x4 Oak Wagon Poles

A complete stock of 1 in. to 4 in. thick Cane White Ash. 1 in. to 2 in. Hickory.

Telephones { Harrison 2909 / Automatic 61-738

704 Fisher Bldg., CHICAGO

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

The Keith Lumber Company.

IMPORTERS MANUFACTURERS & DEALERS

HARDWOOD LUMBER, MAHOGANY & FOREIGN WOODS

FOURTEENTH & WOOD STREETS.

W. S. KEITH, PREST. & TREAS. — F. E. BARTELME, V. PREST. — J. M. RIEL, SEC'Y

CHICAGO

MARSHALL LUMBER CO. NORTHERN AND SOUTHERN HARDWOOD LUMBER

1630 OLD COLONY BUILDING TELEPHONE HARRISON 3996 **CHICAGO, ILLINOIS**

STOCK LIST

CYPRESS.

4/4" 1s and 2s.....150,000 ft.
5/4" 1s and 2s.....120,000 ft.
6/4" 1s and 2s.....100,000 ft.
8/4" 1s and 2s..... 75,000 ft.
4/4" Select .....180,000 ft.
5/4" Select .....100,000 ft.
6/4" Select ..... 90,000 ft.
8/4" Select ..... 65,000 ft.
4/4" No. 1 Shop.....200,000 ft.
5/4" No. 1 Shop.....150,000 ft.
6/4" No. 1 Shop.....100,000 ft.
8/4" No. 1 Shop..... 75,000 ft.

GUM.

4/4" 1s and 2s Sap Gum..200,000 ft.
4/4" No. 1 Com. Sap Gum.150,000 ft.
4/4" No. 2 Com. Sap Gum. 60,000 ft.
5/8" 1s and 2s Sap Gum..100,000 ft.
5/8" No. 1 Com. Sap Gum.200,000 ft.

PLAIN RED OR WHITE OAK.

3/4" 1s and 2s..... 75,000 ft.
3/4" No. 1 Common.....100,000 ft.
5/8" 1s and 2s..... 60,000 ft.
4/4" 1s and 2s..... 75,000 ft.
4/4" No. 1 Common.....100,000 ft.
4/4" No. 2 Common..... 75,000 ft.
5/4" 1s and 2s..... 25,000 ft.
5/4" No. 1 Common..... 20,000 ft.
6/4" 1s and 2s..... 30,000 ft.
6/4" No. 1 Common..... 25,000 ft.
8/4" 1s and 2s..... 25,000 ft.
8/4" No. 1 Common..... 30,000 ft.
12/4" 1s and 2s..... 11,000 ft.

QUARTERED RED OAK.

4/4" 1s and 2s..... 60,000 ft.
4/4" No. 1 Common..... 75,000 ft.

DRY YELLOW POPLAR.

4/4" 1s and 2s..... 225,000 ft.
5/4" 1s and 2s..... 60,000 ft.
6/4" 1s and 2s..... 12,000 ft.
8/4" 1s and 2s..... 30,000 ft.
4/4" Sap & Sel. Wagon Box Boards .....100,000 ft.
4/4" No. 1 Common.....400,000 ft.
5/4" No. 1 Common..... 30,000 ft.
6/4" No. 1 Common..... 70,000 ft.
8/4" No. 1 Common..... 12,000 ft.
4/4" No. 2 Common.....400,000 ft.
5/4" No. 2 Common..... 75,000 ft.
6/4" No. 2 Common..... 50,000 ft.
8/4" No. 2 Common..... 50,000 ft.
4/4" No. 3 & No. 4 Com...500,000 ft.
4/4" Log Run Basswood, 70% 8', 10' & 12'..250,000 ft.

4/4" Log Run Ash, 1/3 each grade, 41M 8' to 12' and 29M 14' and 16'..... 70,000 ft.

ASH.

4/4" 1s and 2s..... 30,000 ft.
4/4" No. 1 Common..... 50,000 ft.
5/4" 1s and 2s..... 10,000 ft.
5/4" No. 1 Common..... 75,000 ft.
6/4" 1s and 2s..... 15,000 ft.
6/4" No. 1 Common..... 15,000 ft.

COTTONWOOD.

4/4" 1s and 2s.....100,000 ft.
4/4" No. 1 Common..... 75,000 ft.
4/4" No. 2 Common.....100,000 ft.
1x13 to 17" Box Boards...100,000 ft.

QUARTERED WHITE OAK.

4/4" 1s and 2s..... 50,000 ft.
4/4" No. 1 Common..... 75,000 ft.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, March 10, 1911 CHICAGO, ILL.

STOCK SHEET

BASSWOOD

200,000 feet 5/4, 60% 1 and 2, 30% No. 1, 10% No. 2
100,000 feet 8/4, 60% 1 and 2, 30% No. 1, 10% No. 2
14,000 feet 8/4, No. 2 common
100,000 feet 4/4, 1 and 2, 7" and wider
50,000 feet No. 1 common, 5" and wider

WISCONSIN RED OAK

1 car 10/4 No. 1 common and better
10 cars 4/4 No. 1 common and better
Very choice wide stock and good lengths

We are cutting some very choice basswood and would be glad to contract for any portion or all of it.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

WE WANT TO BUY

Several cars 4-4 Fas Red Gum, 12 ft., 10 per cent 10 ft.
Several cars 4-4 Fas Sap Gum, 12 ft., 10 per cent 10 ft.
Several cars 6-4 No. 1 Common Plain White Oak.
Several cars 5-4, 4 inches and wider, Plain Red and White Oak, furn. dimension, 19 inches long.
Several cars 4-4, Quartered White Oak, 4 inches and wider, 19 inches long, bright sap no defect.

Above Must Be Well Manufactured and Equalized and Dry

D. W. BAIRD LUMBER COMPANY

414 FISHER BUILDING
CHICAGO

We Cut Oak Chair Stock, Implement Stock and Timber To Your Order. **Phone Harrison 2340**

SCHULTZ, HOLLOWAY & COMPANY, 277 Dearborn Street, CHICAGO

TO OUR TRADE: We have the following stock ready for prompt shipment, and would be pleased to have your inquiry for items in which you are interested:

STOCK LIST

PLAIN WHITE OAK.

42,120 ft. 4/4 1st and 2nd.
62,586 ft. 4/4 No. 1 Common.
32,760 ft. 4/4 No. 2 Common.
14,680 ft. 5/4 1st and 2nd.
10,780 ft. 5/4 No. 1 Common.
22,780 ft. 6/4 1st and 2nd.
18,473 ft. 6/4 No. 1 Common.
64,580 ft. 8/4 1st and 2nd.
42,780 ft. 8/4 No. 1 Common.

CHESTNUT.

25,648 ft. 4/4 Sound Wormy.

PLAIN RED OAK.

33,485 ft. 4/4 1st and 2nd.
28,516 ft. 4/4 No. 1 Common.
22,681 ft. 4/4 No. 2 Common.

GUM.

28,756 ft. Boxboards 13 to 17".
24,580 ft. 4/4 1st & 2nd Red Gum.
43,185 ft. 4/4 No. 1 Com. Red Gum.
63,781 ft. 4/4 1st & 2nd Sap Gum.
84,581 ft. 4/4 No. 1 Com. Sap Gum.
60,000 ft. 8/4 1st & 2nd Red Gum.
40,000 ft. 8/4 No. 1 Com. Red Gum.

ASH.

78,574 ft. 4/4 1st & 2nd.
38,851 ft. 4/4 No. 1 Common.
15,752 ft. 6/4 1st & 2nd.
156,491 ft. 8/4 1st & 2nd.
22,500 ft. 10/4 No. 1 Com. & Better.
50,000 ft. 12/4 1st & 2nd.
30,000 ft. 12/4 No. 1 Common.
64,500 ft. 16/4 1st & 2nd.
15,871 ft. 16/4 No. 1 Com. & Better.

COTTONWOOD.

14,280 ft. Boxboards 13 to 17".
84,781 ft. 4/4 1st and 2nd.
284,120 ft. 4/4 No. 1 Common.
300,000 ft. 5/4 No. 2 Common.
100,000 ft. 6/4 No. 1 Common.
200,000 ft. 6/4 No. 2 Common.

QUARTERED WHITE OAK

78,184 ft. 4/4 1st and 2nd.
65,280 ft. 4/4 No. 1 Common.

SOFT ELM.

45,750 ft. 6/4 No. 1 Com. & Btr.
22,380 ft. 8/4 No. 1 Com. & Btr.
12,190 ft. 12/4 No. 1 Com. & Btr.

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

WILL BUY A Few Cars of

Good Gum, Cottonwood, Red and White Oak, White Ash-all grades and thicknesses

Quote Best Prices F. O. B. Mill or Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange **CHICAGO** Phones Harrison 6440 · Automatic 6 377

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

Poplar Wagon Box Boards, 13 in. to 20 in. wide, 12 ft., 14 ft. and 16 ft.

Poplar Sign Boards, 2x14 in. to 16 in., 1 and 2 grade, 14 ft., 16 ft. and 18 ft. long.

Dry Hard Maple, 1 and 2 grade, 1¼ in., 2 in. and 2½ in. thick, standard lengths. Hard Maple, 3 cars Clear Stock, 3½x7x12 ft., to be sawed to order.

50 pcs. each 8 in., 9 in. and 10 in. No. 1 solid poplar squares, 12 ft., 14 ft., 16 ft. 2½ in., 3 in. and 3½ in. first clear poplar plank all 14 ft. for September shipment.

1 in. Red Gum, 1 and 2 grade, 12 ft., with 10% 10 ft., also 10 in. and wider, all lengths.

1 in. Red Oak, 1 and 2 grade, mostly 14 ft. and 16 ft.

7x9 W. Oak Switch Ties in sets, 8 ft. 9 in. to 16 ft. 9 in. long.

We would contract for following:

1 in. and thicker Birch, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, 8" and 10" widths only, 1 and 2 grade.

1½ in. and 2 in. No. 1 Common and Better Beech in car or cargo lots.

We would like to sell a car of NORTHERN WHITE PINE 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.

We are large handlers of WESTERN WHITE PINE all grades shop and better.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

1400-1410 CARROLL AVE.,

CHICAGO

JOHN S. HURD

Announces his Removal to New Offices at

851 MARQUETTE BLDG., CHICAGO

OAK, GUM, COTTONWOOD, CYPRESS, YELLOW PINE

Unexcelled stock from five Prominent Southern Mills. Prompt Shipments.

Straight Grades. Right Prices.

MAIL INQUIRIES PHONE CENTRAL 3577

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4" 1sts and 2nds, 6-12"	150,000′
4/4" 1sts and 2nds, 6" and up	100,000′
4/4" Box Boards, 13-17"	150,000′
4/4" Box Boards, 9-12"	50,000′
4/4" Panel and Wide No. 1, 18 to 20"	25,000′
4/4" Panel and Wide No. 1, 21" and up	25,000′
5/4" 1sts and 2nds, 6" and up	100,000′
6/4" 1sts and 2nds, 6" and up	23,000′

SAP GUM

4/4" 1sts and 2nds, 6" and up	250,000′
5/4" 1sts and 2nds, 6" and up	200,000′

CYPRESS

5/4" 1sts and 2nds	18,000′
5/4" Selects	54,000′
5/4" No. 1 Shop	18,000′

PLAIN WHITE OAK

4/4" 1sts and 2nds	35,000′
4/4" No. 1 Common	25,000′
4/4" No. 2 Common	25,000′

QUARTERED WHITE OAK

4/4" 1sts and 2nds	10,000′
4/4" No. 1 Common	7,000′
4/4" No. 2 Common	20,000′

PLAIN RED OAK

4/4" 1sts and 2nds	25,000′
4/4" No. 1 Common	12,000′
4/4" No. 2 Common	50,000′
5/4" 1sts and 2nds	9,000′
6/4 1sts and 2nds	25,000′

RED GUM

4/4" 1sts and 2nds	25,000′
5/4" 1sts and 2nds	25,000′
4/4" No. 1 Common	100,000′
5/4" No. 1 Common	100,000′

Above stock is all well manufactured – good widths and lengths – dry.

.....CAN SHIP IMMEDIATELY.....

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

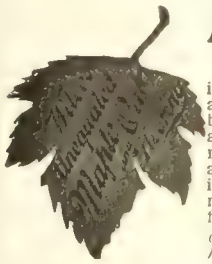
Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Bldg., New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Bldg., Seattle
1104 Spalding Bldg., Portland

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Company

NASHVILLE, ∴ TENNESSEE

Southern Hardwoods, Poplar, Oak, Ash and Chestnut

DRY STOCK, STANDARD WIDTHS AND LENGTHS AND STRAIGHT GRADES

We furnish what we sell in every case. Correspondence solicited. Delivered prices any railway point in the United States or Canada.

The Aristocrat of Flooring

TOFCO BRAND

OAK FLOORING

MANUFACTURED BY THE

TENNESSEE OAK FLOORING CO.

NASHVILLE, - - - TENN.

Hunt, Washington & Smith

Nashville, Tenn.

SPECIAL PRICES ON OAK STRIPS

10 cars 1x2½ to 5½ in. Clear Face and Better Quartered White Oak
2 " 1x4 in. and 5½ in. " "
2 " 1x5 in. and 5½ in. " "
1 car 5-4x2½ in. to 5½ in. " "
1 " 6-4x2½ in. to 5½ in. " "
" " 1x2½ in. to 5½ in. Clear Face and Better Quartered Red Oak
5 cars 1x2½ in. to 5½ in. " " Plain White Oak
2 " 1x2½ in. to 5½ in. " " Red Oak
" " 1x4½ in. to 5½ in. " " " " Casings
" " 1x4½ in. to 5½ in. " " White Oak
" " 1x6 in. 1x Quartered White Oak

Quartered White Oak **Quartered Red Oak**
Tennessee Red Cedar **Poplar, Hickory, Chestnut**
Ash, Walnut, Plain Oak, Etc.

10,000,000 FEET

READY FOR IMMEDIATE SHIPMENT

LOVE, BOYD & CO.

NASHVILLE, TENN.

Southern Lumber & Mfg. Co.

Manufacturers

Rough and Dressed Hardwood Lumber

Nashville, Tenn.

We want to move

3 Cars 5-4 in. 1s and 2s Quartered White Oak
5 Cars 5-4 in. No. 1 Common Quartered White Oak
3 Cars 5-4 in. Clear Strips Quartered White Oak
2 Cars 5-4 in. 1s and 2s Quartered Red Oak
5 Cars 4-4 in. No. 1 Common Ash
5 Cars 4-4 in. No. 2 Common Ash



LOUISVILLE'S

Premier products are **Pretty Women, Thoroughbred Horses** and **Quality Hardwoods.**

We specialize in **Plain and Quartered Oak, Chestnut, Walnut, Hickory, Poplar, Ash, Mahogany, Veneers and Panels.**

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

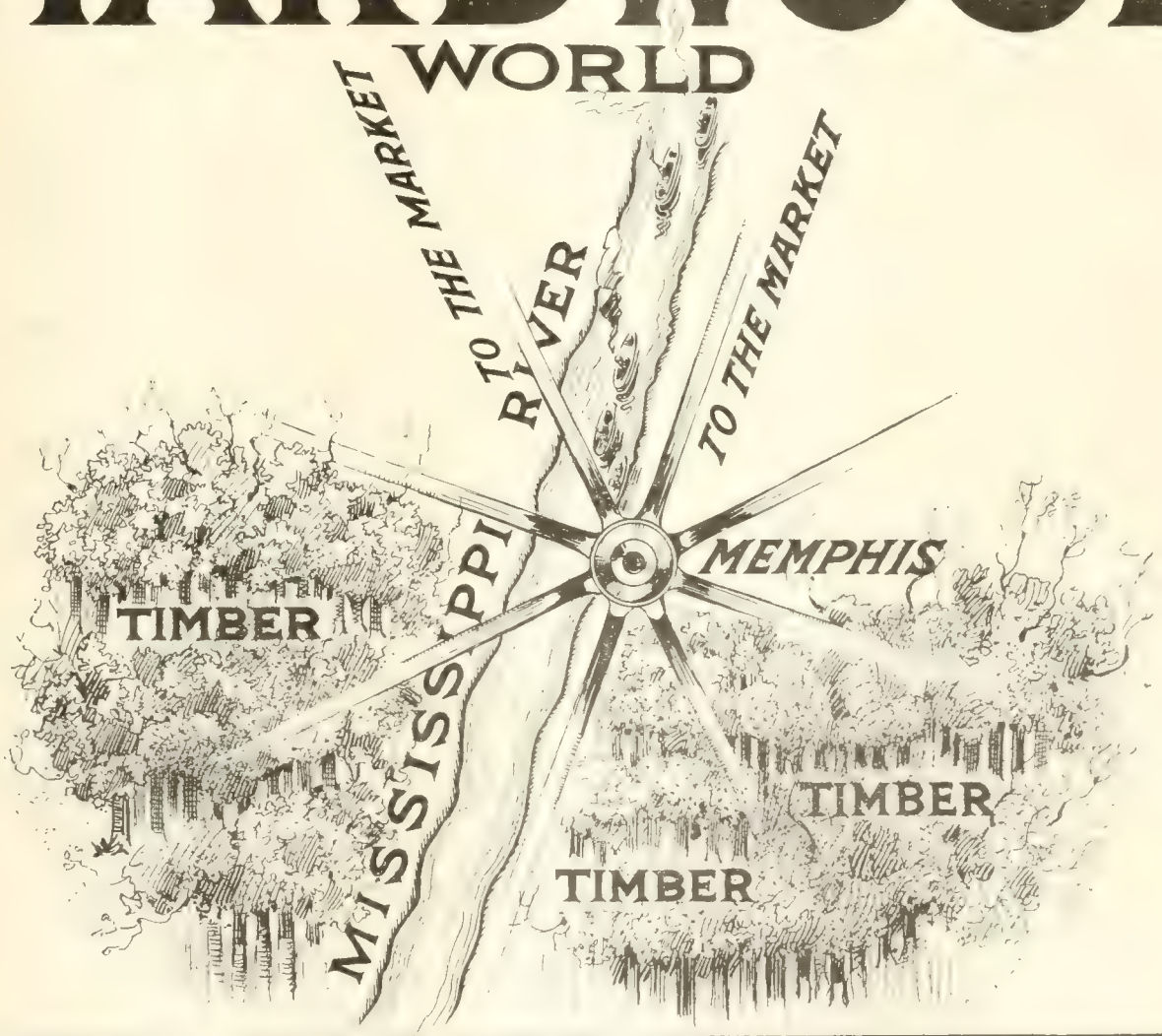
E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE

HARDWOOD

WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

A FEW ITEMS WE WANT TO SELL

LET US QUOTE YOU

10 cars 4-4x6 to 12 in. 1st and 2d Cottonwood
8 " 5 4x13-17 in. " " " "
6 " 4-4x9-12 in. Box Boards, Cottonwood
15 " 12-4 Log Run Soft Elm
2 " 4-4x18 in. and up 1st and 2d Poplar
2 " 4 4x13-17 in Box Boards, Poplar
12 " 4-4 No. 1 Common Plain Red Oak

We handle everything in Southern Hardwoods.

Band-Sawed and Equalized Red and White, Plain and Quartered Oak, Ash, Gum and Cottonwood.

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS - - - - - TENN.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Miss.

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In. †We ship our No. 1 Common Quartered White Oak 6" & up wide.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

E. SONDHEIMER CO.'S BARGAIN LIST

If you are in need of any of the lumber listed below, we can make you very close prices on same as we are anxious to reduce our stock on these items.

400,000 ft. 4-4 in. No. 1 Com. Plain White Oak.
150,000 ft. 4-4 in. No. 1 Com. White Ash.
200,000 ft. 5-4 in. No. 1 Com. White Ash.
70,000 ft. 6-4 in. No. 2 Com. White Ash.
150,000 ft. 6-4 in. 1s and 2s Cypress.
200,000 ft. 6-4 in. Select Cypress.
300,000 ft. 4-4 in. No. 1 Com. Cypress.
150,000 ft. 6-4 in. No. 1 Com. Cypress.
100,000 ft. 8-4 in. No. 1 Com. Cypress.
200,000 ft. 4-4 in. 1s and 2s Sap Gum.
200,000 ft. 6-4 in. No. 1 Com. Sap Gum.
100,000 ft. 6-4 in. No. 2 Com. Cottonwood.
150,000 ft. 5-4 in. No. 1 Com. Gum.

E. SONDHEIMER COMPANY, MEMPHIS, TENN.

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

Darnell-Taenzer Lumber Co.

Manufacturers and Dealers in High Grade

HARDWOOD LUMBER

180,000 Ft. 3-8 in. Common Plain Red Oak.
45,000 " 1-2 in. 1 and 2 Qtd. Red Oak. 10 in. and Wider
40,000 " 5-8 in. 1 and 2 " " " 10 in. and Wider
10,000 " 5-4 in. 1 and 2 " " " 10 in. and Wider
24,000 " 1 in. 1 and 2 " " " 10 in and Wider
8,000 " 1 1-2 in. 1 and 2 " " " 10 in. and Wider
60,000 " 5-8 in. 1 and 2 Plain Red Oak. 12 in. and Wider
20,000 " 3-4 in. 1 and 2 " " " 12 in. and Wider
10,000 " 1 1-2 in. 1 and 2 " " " 12 in. and Wider
14,000 " 2 1-2 in. 1 and 2 Ash, 80% 12 Ft.
30,000 " 1 in. 1 and 2 Yellow Cypress, 18 in. and Wider
10,000 " 1 1-4 in. 1 and 2 " " 18 in. and Wider
12,000 " 1 1-2 in. 1 and 2 " " 18 in. and Wider
12,000 " 2 in. 1 and 2 " " 18 in. and Wider
20,000 " 1-2 in. 1 and 2 Qtd. White Oak, 10 in. and Wider
20,000 " 3-4 in. 1 and 2 " " " 10 in. and Wider

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

GUM.
15,000' 1" No. 1 Com. Sap
5,750' 1" 1 and 2d Sap 18" & up
12,500' 1¼" 1 & 2d Sap
12,700' 1¼" No. 1 Com. Sap
7,200' 1¼" 1 & 2d Red
2,500' 1¼" No. 1 Com. Red

PLAIN OAK.
105,456' 1" No. 1 Com. White
183,217' 1" No. 1 Com. Red
30,576' 1¼" No. 1 Com. White
51,183' 1¼" No. 1 Com. Red.
23,765' 1½" No. 1 Com. White.
52,100' 2" No. 1 Com. White.

QUARTERED OAK.
108,385' 1" No. 1 Com. White.
38,477' 1" No. 1 Com. Red.

YELLOW CYPRESS.
15,310' 1" 1 & 2d.
37,758' 1" Select
76,564' 1" Shop.
37,000' 1" No. 1 Com.

ASH.
12,500' 1" Clear Strips 2½-5½"
57,813' 1" No. 1 Common.
34,458' 1¼" No. 1 Common
33,812' 1½" No. 1 Common.
74,324' 2" No. 1 Common.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

Goodlander-Robertson Lumber Co.

MEMPHIS, TENN.

POPLAR OAK HICKORY ASH

AND OTHER SOUTHERN HARDWOODS

We make a specialty of MIXED CARS
Send us your inquiries

SAWED VENEER

We can furnish anything you want in

Quartered White Oak Quartered Red Oak
Plain Oak Poplar Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

1 car ¾ Quartered white oak C. & B. on grade.
5 cars 4-4 quartered white oak 1sts and 2nds.
6 cars 4-4 quartered white oak No. 1 common.
4 cars 5-4 and 6-4 quartered white oak C. & B. on grade.
2 cars 4/4 quartered red oak C. & B. on grade.
6 cars 4-4 plain red oak C. & B. on grade.
3 cars 5-4 and 6-4 plain red oak C. & B. on grade.
2 cars 4-4 plain white oak C. & B. on grade.
3 cars 4/4 Ash C. & B. on grade.
2 cars 5/4 Ash No. 1 common.
1 car each 10-4 and 12-4 Ash, 15% No. 1 common.
1 car 4-4 poplar No. 1 common.
1 car 4/4 and 5/4 Poplar sap.
1 car 2" Poplar No. 2 common.
4 cars 4/4 Red Gum C. & B. on grades.
1 car 4/4 Gum boxboards.
1 car 6-4 Rock Elm, log run.
1 car 6-4 Soft Elm, log run.
1 car 12/4 Soft Elm, C. & B.

VANDENBOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JOHN M. WOODS & CO.

ASH — RED GUM — QUARTERED WHITE OAK
PLAIN OAK — COTTONWOOD — QUARTERED RED OAK
HICKORY

Special attention to mixed cars.
This means economical buying for you.

Wholesale Yard
MEMPHIS, TENN.

Main Office and Distributing Yard
EAST CAMBRIDGE, MASS.

Florence Pump & Lumber Co.

INCORPORATED
Memphis, Tennessee

THE OLD RELIABLE—TWENTY YEARS BEFORE THE TRADE

Manufacturers of Rough and Dressed Hardwood Lumber, Crating Stock cut to lengths, Hardwood Furniture Stock, Ceiling, Siding, Flooring, Mouldings, Exterior and Interior Hardwood Trim and Finish, Baluster Rail built up, and Solid Bored Colonial Columns, Wood Pumps, Well Curbs, Farm and Supply Tanks, Etc.

HARDWOOD LUMBER

Oak, Ash, Poplar, Gum, Cypress, etc.,
Always WHAT you want
and WHEN you want it

MOFFETT, BOWMAN & RUSH
MANUFACTURERS AND DEALERS
Memphis, Tenn.

Yards: Florida St. and Fay Ave. Mill: Fay Ave. and Y. & M. V. R. R.

J. W. Thompson Lumber Company

MEMPHIS, TENN.

We are making a specialty at our Brasfield Mill of

Quartered Red Gum

in 1, 1 1-4, 1 1-2 and 2 inch thicknesses

Good stock of Ash, Oak and Plain Red and Sap Gum

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK
25,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
26,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK
12,000 ft. 4/4 No. 2 common.

PLAIN RED OAK
25,000 ft. 4/4 1 & 2
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

SAP GUM
200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH
13,000 ft. 5/4 to 16/4 log run.

ELM
14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

RYAN-STIMSON LUMBER CO. Memphis, Tenn.

Manufacturers and Dealers in
HARDWOOD LUMBER

Want orders for Quartered White Oak, 4-4, 5-4 and 6-4 No. 1 Common and Firsts and Seconds. Also Quartered Red Oak, 4-4 No. 1 Common.

J. & J. VINKE

Agents for the Sale of
AMERICAN HARDWOODS IN LUMBER AND LOGS
AMSTERDAM, HOLLAND

H. M. SPAIN
TIMBER ESTIMATOR

All work personally conducted
MEMPHIS, TENN.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

We Want To Move Promptly the Following Dry Band Sawed Stock

QUARTERED WHITE OAK.

1½" No. 1 Common	7,500
5/8" 1s and 2s	25,000
5/8" No. 1 Common	25,000
4-4" 1s & 2s	150,000
4-4" 1s & 2s—Wide	12,000
4-4" No. 1 Common	100,000
4-4" No. 2 Common	30,000
4-4" Scant No. 1 Common	15,000
4-4" Clr. Strips—1½" to 2"	25,000
4-4" Clr. Strips—2½" to 3½"	20,000
4-4" Clr. Strips—4" to 5½"	30,000
4-4" Common Strips—2½" to 5½"	60,000

QUARTERED RED OAK.

5-8" 1s & 2s	25,000
4-4" Common Strips	12,000
4-4" Clear Strips—2½"-5½"	8,000
4-4" Com. & Bet. Scant	10,000

PLAIN WHITE OAK.

4-4" No. 1 Common	30,000
4-4" No. 2 Common	15,000

PLAIN RED OAK.

5-8" 1s & 2s	50,000
5-8" No. 1 Common	25,000
4/4" 1s & 2s	20,000
4/4" No. 1 Common	40,000
4/4" No. 2 Common	20,000

COTTONWOOD.

4-4" Panels—18" to 23"	7,000
4-4" 1s & 2s 6" and up	10,000
5-8" Com. & Better	4,000

GUM.

4-4" Boxboards—13" to 17"	13,000
1s & 2s—Red	7,000
No. 1 Com. Red	7,000
1s & 2s—Sap	15,400
No. 1 Com.—Sap	22,000

SOFT MAPLE.

5-4" Log Run	7,000

QUARTERED SYCAMORE.

4-4" No. 2 Com. & Bet.	15,000

LOCUST.

4-4" Log Run	2,000

Your inquiries will have prompt attention.

Memphis Saw Mill Company, Memphis, Tenn.

PHILIP A. RYAN LUMBER CO.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G. Memphis, Tenn.

We are anxious to sell Quarter-Sawed White Oak, No. 1 Common and 1st and 2d grades, 4-4, 5-4 and 6-4. All band sawed stock well manufactured from good logs.

Also have a nice selection of Plain White Oak in No. 1 Common and 1st and 2d, ranging from 1" to 4" thick.

One carload mixed Ash, from 1" to 4" thick, No. 1 Common and better.

Mills at Memphis, Tenn. and Mounds, Ark.

S. C. MAJOR LUMBER CO.

W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
S. C. Major, Sec. and Treas.

WHOLESALE HARDWOOD LUMBER

Offices: 560-562 Randolph Bldg.
MEMPHIS - TENNESSEE
Yards: Memphis, Tenn. Mills: Yazoo City and Jackson, Miss.

SPECIALTIES

PLAIN AND QUARTERED OAK, ASH AND POPLAR

WILLIAMS LUMBER CO.

Manufacturers of Band Sawed Hardwoods



Write for prices on the following:

4-4 Qrtd. White Oak, C. & B.
4-4 Plain White Oak, C. & B.
4-4 Plain Red Oak, C. & B.
5-4 Plain Red Oak, C.& B.
5-8 1 & 2 Poplar
6-4 C. & B. Hickory
All thicknesses White Ash.

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Otis Manufacturing Co.

Importers and Manufacturers exclusively of

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NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln, enable us to sell pretty low. An inquiry for quotations will prove this statement

Both Ends and the Middle

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Nothing But Hardwoods



The Hardwood Lumber Gateway

In the center of the producing
and consuming territory.

A "SQUARE DEAL" IS OUR MOTTO

Cincinnati Lumbermen can and will
gladly take care of your requirements.

WHY GO BEYOND!——————STOP HERE!

Cincinnati manufacturers and dealers
solicit your inquiries. See their "ads"
on following pages of this paper.

CINCINNATI

THE GATEWAY OF THE SOUTH

The Demand Increases—The Supply Decreases

But

We Still Have the Goods

Red Gum—Sap Gum—Poplar—Chestnut—Oak—Ash—Hemlock—Basswood.

LARGE DRY STOCK WELL ASSORTED

1 Car 5-4 1s & 2s Red Gum.
20 Cars 4-4 1s & 2s Sap Gum.
10 Cars 6-4 1s & 2s Sap Gum.
5 Cars 4-4 Box Boards Gum.
5 Cars 4 4 1s & 2s Quartered White Oak.
5 Cars 4-4 No. 1 Common Quartered White Oak.
35 Cars 4-4 No. 1 Common Plain White and Red Oak.
1 Car 6-4 No. 1 Common Plain White and Red Oak.
3 Cars 8-4 No. 1 Common Plain White and Red Oak.

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The New River Lumber Co.

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MILLS:

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HIGH GRADE POPLAR

Good Widths and Lengths

WELL MANUFACTURED

75 M 5-8 inch Saps and Selects Poplar
125 M 4-4 inch Saps and Selects Poplar
200 M 4-4 inch No. 1 Common Poplar
100 M 4-4 inch No. 2 Common Poplar
40 M 6-4 inch No. 1 Common and Select Poplar
75 M 6-4 inch No. 2 Common Poplar

DRY STOCK—Can ship immediately.

FOR SALE

10 cars 4/4 No. 1 common plain oak 60 per cent red.
7 cars 4/4 No. 2 common plain oak 60 per cent red.
15 cars 4/4 No. 3 common plain oak.
5 cars 4/4 No. 2 common gum.
2 cars 8/4 No. 1 common sap gum.
2 cars 8/4 No. 2 common sap gum.
1 car 8/4 No. 3 common sap gum.

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CONASAUGA LUMBER COMPANY

Manufacturers

Cincinnati, Ohio

BENNETT & WITTE

MANUFACTURERS OF LUMBER

Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress

We cater to the trade of those who Inspect and Measure their Lumber. We Ship all over the Globe

Delivered prices quoted to any point in North America or to any Seaport of the world. Cable address Bennett

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HARDWOOD LUMBER

Special list of stock we wish to move

200,000 ft. 1 in. No. 1 Common and 1st and 2d Chestnut
100,000 ft. 5-4 " " " " "
75,000 ft. 6-4 " " " " "
100,000 ft. 8-4 " " " " "
30,000 ft. 1 in. x 2½ in. to 5½ in. Clear Qtd. W. Oak Strips
15,000 ft. 5-4 in. 1st and 2d Poplar 15 in. to 17 in. Sap no Defect
100,000 ft. 1 in. No. 1 Common Plain White Oak
100,000 ft. 1 in. No. 1 " " Red " "
100,000 ft. 5-4 No. 1 Common and 1st and 2d Plain Red Oak
15,000 ft. 4 in. 1st and 2d White Ash
150,000 ft. 1 in. to 3 in. No. 1 Common White Ash

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Summer St., Cest St., and C. H. & D. R. R.

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MOWBRAY & ROBINSON

SPECIALISTS IN

OAK--ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET

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THE MIDLAND LUMBER COMPANY, CINCINNATI, OHIO

SOUTHERN HARDWOODS

MILLS AT PETEET AND COLBY, MISS. Planing Mill and Dry Kilns at Cincinnati

FOR SALE

2 cars 4-4 1s and 2s Red Gum.
2 cars 4-4 No. 1 Common Red Gum.
1 car 5-4 1s and 2s Red Gum.
1 car 5-4 No. 1 Common Red Gum.
3 cars 6-4 1s and 2s Red Gum.
2 cars 6-4 No. 1 Common Red Gum.
1 car 8-4 1s and 2s Quartered Red Gum.
5 cars 6-4 No. 1 Common Sap Gum.
1 car 4-4 18—27 in. No. 1 and Panel Cottonwood.
1 car 4-4 1s and 2s, 13 in. and up, Cottonwood.
1 car 6-4 1s and 2s Cypress.
1 car 6-4 Select Cypress.

Prices Right **Send Us Your Inquiries** **Grades Right**

L. W. RADINA & CO.

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POPLAR AND HARDWOODS

CINCINNATI : : OHIO

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, - OHIO

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Rough and Dressed Lumber - Ties, Staves and Box Shooks

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Largest Stocks Best Selections

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Manufacturers of

VENEERS and thin lumber of every description

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SHAWNEE LUMBER CO.,

Main Office and Distributing Yard: 1769-1783 Weber St., South Side Station, C. H. & D R. R.

Carry a full line of Hardwoods. Operate our own Mills. Let us quote you on worked stock of any description.

WHITE PINE—MICHIGAN GRADING.

1 car 1x 8" No. 3 Common.
8 cars 1x10" No. 3 Common.
1 car 1x12" No. 3 Common.
10 cars 1x 6" No. 4 Common.
10 cars 1x 8" No. 4 Common.
10 cars 1x10" No. 4 Common.
3 cars 1x12" No. 4 Common.
1 car 1x13" and up No. 4 Com.

QUARTERED WHITE OAK.

½ car 4/4 1 & 2 6" to 9".
1 car 4/4 1 & 2 10" and up.
1 car 4/4 No. 1 Com.
1 car 4/4 No. 2 Com.
1 car 4/4—Clear Qtd. White Oak Strips—2½" to 5½".
1 car 4/4—No. 1 Com. Qtd. White Oak Strips—2½" to 5½".

ASH.

½ car 4/4 1 & 2 Ash.
½ car 4/4 No. 1 Com. Ash.
½ car 4/4 No. 2 Com. Ash.

CHESTNUT.

1 car 4/4 No. 1 Com. & Better.
½ car 5/4 No. 1 Com. & Better.
5 cars 4/4 Sound Wormy.
3 cars 5/4 Sound Wormy.
10 cars 4/4 No. 3 Common.

POPLAR.

1 car 4/4—18" to 23" Panel & No. 1.
1 car 4/4—24" & up Panel & No. 1.
1 car 4/4— 7" to 17" 1 & 2.
1 car 4/4—13" to 17" Box Boards
½ car 4/4 Clear Sap.
½ car 4/4 Select.
4 cars 4/4 No. 1 Com.
5 cars 4/4 No. 2 Com.
10 cars 4/4 No. 3 Com.
1 car 1x3" No. 1 Com. Popl. Strips.
2 cars 1x4" No. 1 Com. Popl. Strips.
1 car 1x5" No. 1 Com. Popl. Strips.
4 cars 1x6" No. 1 Com. Popl. Strips.
2 cars 1x4" No. 2 Com. Popl. Strips.
1 car 1x5" No. 2 Com. Popl. Strips.
1 car 1x6" No. 2 Com. Popl. Strips.

HEMLOCK.

10 cars 1x 6" No. 1 Com. Hemlock.
10 cars 1x 8" No. 1 Com. Hemlock.
1 car 1x10" No. 1 Com. Hemlock.
1 car 1x12" No. 1 Com. Hemlock.
10 cars 1x 6" No. 2 Com. Hemlock.
10 cars 1x 8" No. 2 Com. Hemlock.
3 cars 1x10" No. 2 Com. Hemlock.
15 cars 1x12" No. 2 Com. Hemlock.

Manufacturers of Hardwood Lumber, Cincinnati, Ohio

THE FRANK SPANGLER COMPANY

WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: **CYPRESS AND BAY POPLAR COTTONWOOD AND GUM**

Direct Shipment from our yards at Memphis, Tenn.

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WE SELL ASH, OAK, CHERRY

THIN WALNUT and QUARTERED OAK a SPECIALTY

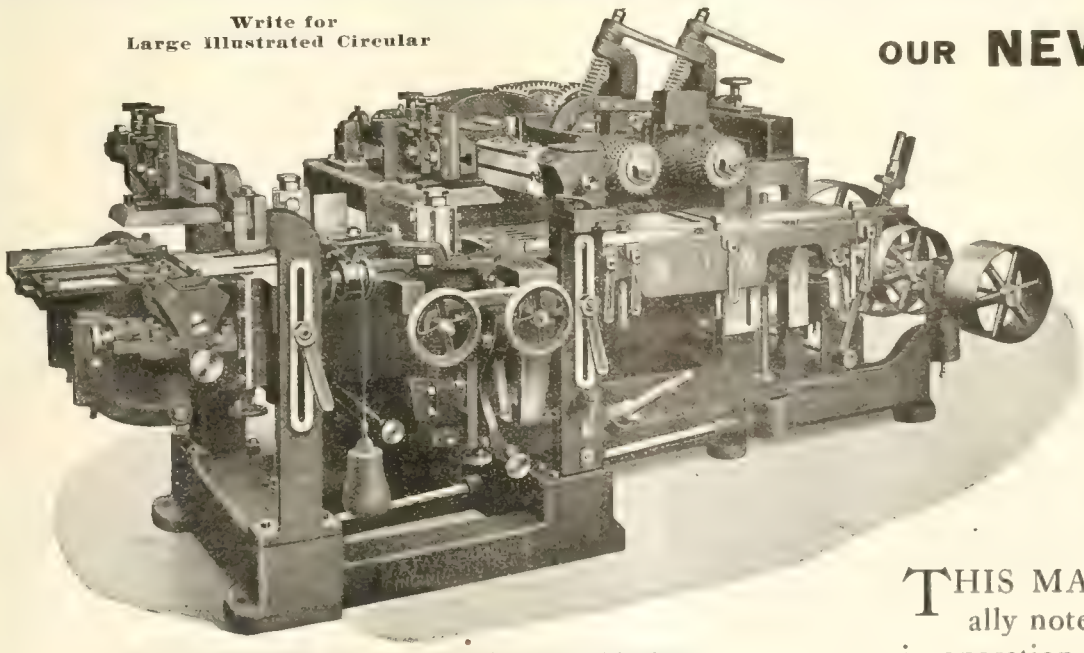
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Write for Large Illustrated Circular



No. 184—Four Side Molder—12 inches and 14 inches.

OUR NEW No. 184 FOUR SIDE MOLDER

Embodies in its make-up all the desirable features that are necessary in the production of **high quality work** at **low cost.**

THIS MACHINE is especially noted for its simplicity in operation and ease and rapidity of adjustment.

The points of adjustment enumerated below enable our No. 184 to greatly reduce the time of setting up for varying patterns:

1st. Adjustable Pressure Bar Over Lower Head
2nd. Adjustable Chip Breaker for Upper Head.
3rd. Detachable Outside Bearing for Upper Head.
4th. Vertical, Lateral and Angular Adjustments for Side Heads.
5th. End Platen Swings out of way of Lower Head.
6th. Self-Contained and Adjustable Countershaft.
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8th. Spring Pressure to Feed Rolls.
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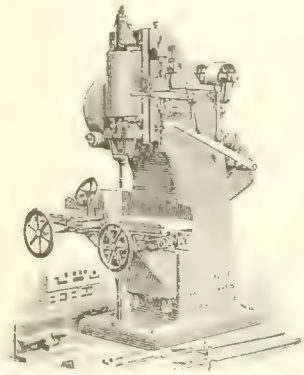
J. A. FAY & EGAN CO.

414-434 W. FRONT STREET, CINCINNATI, OHIO

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"Defiance" Woodworking Machines

beget Success. WHAT SUCCESS are you having?



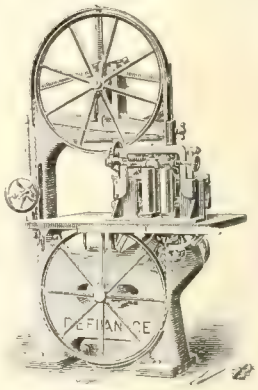
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Our machines are strong and well made for the economical and accurate production of hubs, spokes, rims, wheels, wagon, carriage and automobile woodwork, shafts, poles, neck yokes, single trees, hoops, handles, spools, bobbins, insulator pins, table and chair legs, balusters, newel posts, gun stocks, hockey sticks, golf sticks, oval wood dishes and for GENERAL WOODWORK.

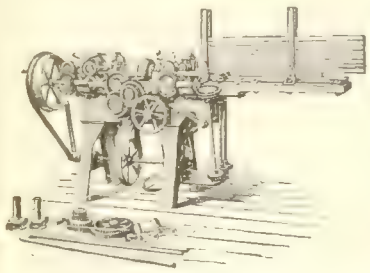
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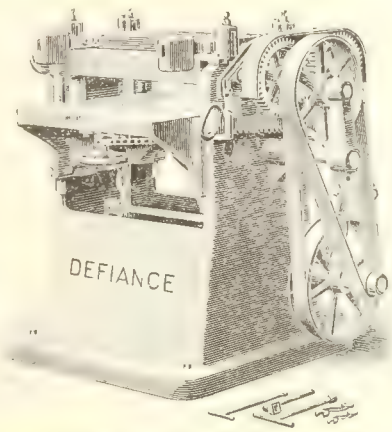


28" Band Saw



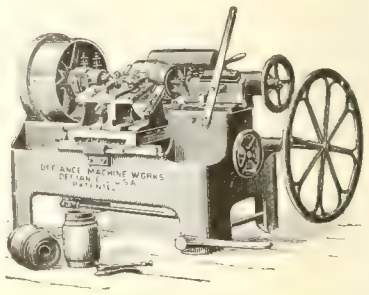
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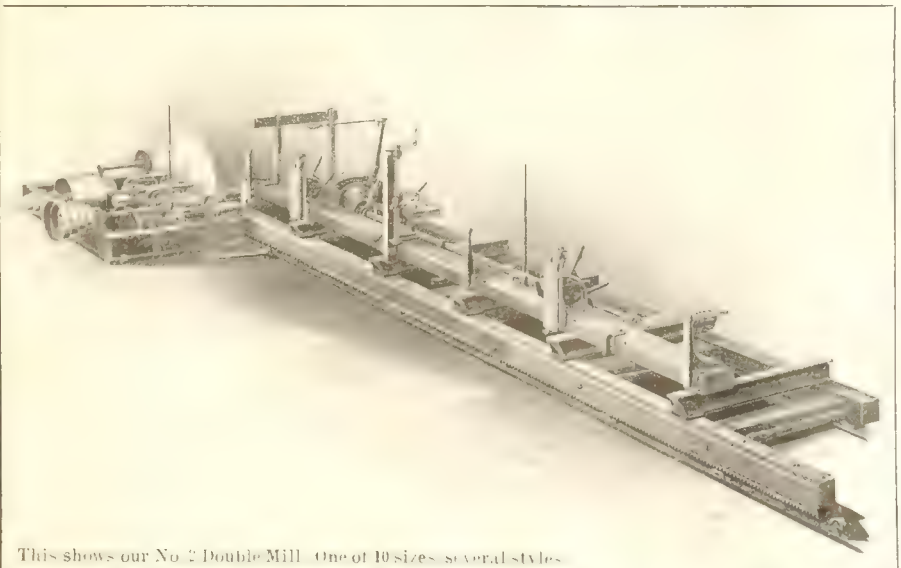


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IS THE PORTABLE MILL

THE BEST PORTABLE MILLS MONEY CAN BUY ARE



This shows our No. 2 Double Mill. One of 10 sizes, several styles.

LANE MILLS

THE LARGEST MILL MADE WON'T DO BETTER WORK THAN OUR SMALLEST ONES

We also make a large line of

Planers, Matchers, Edgers, Trimmers, Rolls, Lath, Shingle and Clapboard Machinery, Steam Feeds, Air Buffers, Offsets, Log Hauls, Canters, Turbines, Traveling Cranes, Transmission Machinery, Etc.

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LANE MANUFACTURING CO., MONTPELIER, VT.

Good live, responsible Machinery Dealers wanted to represent us in sections not already covered.

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SOFTWOODS HARDWOODS SHINGLES

STEVENS-EATON COMPANY

1 Madison Ave., New York

We want to move

30,000 ft. 3x10 in. and up 1s and 2s Ash, 50% 14 and 16 ft.
30,000 ft. 8-4 No. 1 Common White Oak, 40% 14 and 16 ft.
200,000 ft. 4-4 No. 2 "A" Common Poplar, 40% 14 and 16 ft.
50,000 ft. 5-4 No. 2 "A" Common Poplar, 40% 14 and 16 ft.
80,000 ft. 4-4 No. 1 Common Poplar, 40% 14 and 16 ft.
50,000 ft. 4-4 No. 1 Common and 1s and 2s Sound Wormy White Oak.
100,000 ft. 8-4 No. 1 Common and Better Sound Wormy Chestnut.

Turned Goods, Maple and Birch Squares

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ULSTER LUMBER CO.

TURNWOOD, N. Y.

SEA COAST LUMBER COMPANY

CYPRESS AND HARDWOOD LUMBER

WE WANT TO MOVE

100,000 feet 4x4 No. 1 Shop Cypress
100,000 " 5x4 " " "
100,000 feet 6x4 No. 1 Shop Cypress
100,000 " 8x4 " " "
20,000 feet 4x4 No. 2 Common Poplar

OFFICE: NO. 1 MADISON AVENUE, - NEW YORK CITY

Gardner Wood Company of New York

Manufacturers of Hardwood Lumber

We want several cars of 4-4 No. 1 and 2 Black Walnut.

J. S. RICHARDS LUMBER COMPANY

WHOLESALERS

WEST VIRGINIA SPRUCE, N. C. PINE, HARDWOODS, VIRGINIA SAP PINE, CEDAR SHINGLES

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Nuevo Mahogany

The new, hard, close-grain Mahogany from Tobasco Province, Mexico, the seat of all good mahogany. The grain is entirely different from any other mahogany and the "tiger-stripe" in the quarter-sawn stock, is really beautiful. When finished, Nuevo Mahogany develops a sheen peculiar to itself which changes when viewed from different positions

Sawn by experts at our mill, Astoria, N. Y., and carefully protected from the time of sawing until it is shipped.

Nuevo Mahogany is supplanting other woods in the manufacture of furniture and trim. A large office building in New England is being entirely finished in it.

Less in price than any other mahogany

Stock list, description and delivered prices sent on request.

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82-88 Wall Street, [Established 1836] New York City

BEAVER BRAND FLOORING

"There Is No Better"

OAK, MICHIGAN MAPLE, BIRCH, BEECH.

SEND IN YOUR INQUIRIES.

GEO. WEBSTER LUMBER CO.

SWANTON, VT.

THE MILNE BROTHERS COMPANY

PLAIN OAK CHESTNUT BIRCH

Kiln Dried Hardwoods a Specialty

MR. MILLMAN:—If you wish to turn your lumber into cash, send us your stock sheets and lowest prices less 2%.

WELLES BUILDING, NEW YORK

R. S. CORYELL LUMBER CO.

1206 Firemen's Ins. Bldg., Newark, N. J.

Shippers of Spruce, Hemlock, Hardwood, Red Cedar Siding, "Lewis Brand" Washington Red Cedar Shingles

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CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

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JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

Complete Planing Mills, Saw Mills, Dry Kilns. We Ship Straight or Mixed Cars of Lumber, Trim Mouldings, etc.

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY, Schofield, S. C.

Manufacturing Our

Famous Uniform Color Red Cypress and Yellow Poplar, Ash, Oak, Red and Tupelo Gum

Also Have Other Mills Under Contract

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FENWICK LUMBER COMPANY

MANUFACTURERS

HARDWOODS
SPRUCE and
HEMLOCK

MILLS
Fenwick, W. Va.
Edgewood, N. Y.

GENERAL OFFICES
FENWICK, W. VA.

FOR SALE

15,000′	4-4	poplar 1s and 2s, 7 to 17″.
26,000′	4-4	poplar No. 1 & panel, 18 to 33″.
14,000′	4-4	poplar clear bright saps.
60,000′	4-4	poplar No. 1 Com.
160,000′	4-4	poplar No. 2 Com.
14,000′	4-4	poplar box bds., 13 to 17″.
20,000′	4-4	poplar box bds., 6 to 12″.
28,000′	4-4	quar. poplar 1s and 2s.
80,000′	4-4	quar. poplar No. 1 Com.
32,000′	4-4	quar. poplar No. 2 Com.
15,000′	4-4	plain oak 1s and 2s.
12,000′	4-4	plain oak No. 1 Com.
16,000′	4-4	plain oak No. 2 Com.
80,000′	8-4	sound oak, 10″ & over wide.
20,000′	4-4	wormy oak
14,000′	4-4	quartered oak 1s and 2s.
14,000′	4-4	quartered oak No. 1 Com.
16,000′	4-4	quartered oak No. 2 Com.
26,000′	4-4	chestnut 1s and 2s.
30,000′	4-4	chestnut No. 1 Com.
220,000′	4-4	chestnut sound wormy.
260,000′	4-4	chestnut No. 3 Com.
20,000′	6-4	chestnut sound wormy.
125,000′	8-4	chestnut sound wormy.
15,000′	4-4	quartered chestnut sound wormy.
15,000′	4-4	birch log run.
30,000′	4-4	basswood log run.
12,000′	4-4	soft maple log run.
20,000′	6-4	hickory log run, 12, 14 and 16′.
22,000′	6-4	hickory log run, 9′.
25,000′	4-4	ash log run.
24,000′	4-4	clear hemlock log run.
30,000′	4-4	beech log run.
15,000′	4-4	butternut log run.
15,000′	4-4	buckeye log run.

Sole Sales Agents for HADDOCK FRANCE LUMBER CO., Mount Sterling, N. C.

MONARCH LUMBER CO., 15th and Market Streets PHILADELPHIA, PA.

Wm. Whitmer & Sons

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HARDWOODS

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Little River Lumber Co. Clearfield Lumber Co., Inc.

Sales Office: 218 FRANKLIN BANK BUILDING, PHILADELPHIA

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4-4 Wide Panel Poplar **Oak Bill Timber** **Hemlock.**

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

WE ARE IN THE MARKET FOR

4-4, 6-4, 8-4, 10-4 and 12-4 Log Run Maple, M. C. O.
4-4, 5-4 and 6-4 Common and Better Red Gum
4-4 and 5-4 Common and Better Sap Gum
4-4 and 5-4 Common and Better Chestnut
4-4 Common and Better Oak

RICHTER LUMBER COMPANY,
Land Title Bldg. Philadelphia, Pa.

FLOYD-OLMSTEAD COMPANY
HARDWOODS WHITE PINE
FOR SALE
88,000 feet 4-4 No. 1 Common Poplar 1/2 Car 4-4 1 and 2 Poplar
1 1/2 Cars 4-4 Saps Poplar 2 Cars 4-4 Com. and Bet. Quartered Oak
307 BULLETIN BLDG., Philadelphia, Pa.

TOMB LUMBER COMPANY
Manufacturers and Wholesalers
We want to move the following Sound, Square Edge White Oak:
50,000 feet 2x6—10 to 20 feet long | 30,000 feet 2x10—10 to 20 feet long
40,000 feet 2x8—10 to 20 feet long | 25,000 feet 2x12—10 to 20 feet long
from our own mills in West Virginia
Also 300,000 feet 4-4 and 8-4 Log Run West Virginia White Pine.
Real Estate Trust Bldg., Philadelphia. Send us your inquiries.

THOMAS E. COALE LUMBER CO.
Franklin Bank Building, Philadelphia
We are interested in No. 2 Common 8-4 Quartered White Oak and All Grades of Poplar and Other Hardwoods.

CHAS. K. PARRY & CO.
WHOLESALE LUMBER
Land Title Building, Philadelphia, Pa.
WE WANT:
Quartered Red and White Oak, all grades, 4-4 to 8-4
4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress
Log Run Basswood

WISTAR, UNDERHILL & CO.
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.
QUARTERED WHITE OAK
NICE FLAKY STUFF

The Billmeyer Lumber Co.
Manufacturers and Wholesale Dealers in Lumber
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HARDWOOD LUMBER
NEW HAVEN, CONN.
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8-4 Common and Better Quartered Mountain Oak
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WANTS TO SELL

5/8 to 8/4 Qtrd. White Oak, 1 & 2 or No. 1 Com.
60000' 4/4, 1 & 2 Qtrd. Red Oak.
40000' 4/4 No. 1 Com. Qtrd. Red Oak.
15000' 6/4 Com. & Bet. Plain Red Oak, 60% 1 & 2,40 to 50%, 14 and 16'.
30000' 4/4 1 & 2 Plain Red Oak, Soft W. Va. stock.
40000' 4/4 No. 1 Com. Pl. Red Oak, Soft W. Va. stock.
35000' 4/4 No. 2 Com. Pl. Red Oak, Soft W. Va. stock.
40000' 4/4 Log Run Mixed Oak.
90000' 4/4 No. 1 Com. Poplar.
60000' 4/4 No. 2 Com. Poplar.
30000' 4/4 Saps and Selects Poplar.
32000' 4/4 Log Run Maple.
40000' 4/4 Log Run Beech.
45000' 4/4 Log Run Basswood.
30000' 4/4 Log Run Birch.
20000' 8/4 Log Run Birch.
All above stock is dry. Send us your inquiries.

Land Title Building, - - - Philadelphia, Pa.

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TEAK ENGLISH OAK CIRCASSIAN WALNUT
MAHOGANY VENEERS
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BOSTON, MASS.

HARDWOOD RECORD
Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

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¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

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If you do not wish to carry stock and will send us rough sketch of room where you wish borders laid we will at once send you estimate of material required. Advise us of thickness of the flooring with which you wish to lay these borders and show us a sample of your grooving and we will make the borders to match.

Send for our handsome new book showing photographs in natural wood colors. We are sure that you can use our goods and add class to your flooring business.

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5 Cars 1 in. Panel and No. 1 Poplar 22 in. and up
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10 Cars 1 in. No. 1 Common Poplar
Band Sawn and Equalized

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"St. Francis Basin Red Gum Our Specialty"

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50,000' 2½" 1st and 2nd Clear Red Oak.
[illegible]' [illegible]" 1st and 2nd Clear Red Oak.
50,000' 2½" 1st and 2nd Clear White Oak.
30,000' 2½" No. 1 Common Oak.
[illegible]' [illegible]" No. 1 Common Oak.

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148 Carroll Street, ST. LOUIS, MO.

Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Coming Association Meetings

NATIONAL LUMBER MANUFACTURERS' ASSOCIATION

The ninth annual meeting of this association will be held at Chicago on Wednesday and Thursday, May 24 and 25.

EDWARD HINES, President. LEONARD BRONSON, Manager.

General Market Conditions

The general run of the hardwood trade during the past fortnight in the chief commercial centers of the country is only indifferently fair. There seems to be a spirit of hesitancy in all commercial pursuits, and the hardwood lumber business is no exception to the general trend of affairs. Hesitancy possibly does not express the actual situation so much as indifference. Holders of lumber recognize that stocks of all desirable varieties of hardwoods are in very short supply and feel that if what little stock they have does not sell this week, it will next week, and if not next week it will next month. They are therefore standing pat and prices are held reasonably firm.

There is a feeling that pending legislation, notably on the Canadian reciprocity measure, may have some effect on the market. Even if the measure does pass it is doubtful whether it will have any appreciable effect on business, although there is still a continued feeling of uncertainty over the immediate future.

There are some particularly bright spots in the hardwood market situation. In northern woods, maple and birch are particularly strong, and owners of dry lumber in either of these varieties are having opportunities to make sales at handsome advances over prices ever heretofore realized, and even beech is securing considerable attention and commanding better prices than formerly. On the other hand, gray elm, basswood, rock elm and black ash are moving slowly, with no material advance in price.

In the South country, first and seconds red gum in shipping shape, is practically out of the market, and the little stock of this wood that remains in first hands is commanding a premium of four to seven dollars a thousand above list.

The soft maple of West Virginia, east Tennessee and western North Carolina is in good demand, and the prices obtained for hard maple are being reflected in the demand and price obtained for this wood. Prices have materially strengthened during the last month.

No. 1 common and better chestnut is also in short supply and is commanding a price in the eastern markets which is in excess of oak of corresponding grades.

Plain oak is in short supply both in red and white varieties and the price is very well maintained.

The only item in good southern stock which is in any apparent overstock is quarter-sawed white oak, but this is now moving better than for some time and prices are fairly well held.

The good end of poplar and cottonwood are in only fair supply and prices are well maintained, save in wide panel poplar. The price on this item has been declining for some months, owing to a drop in the demand in the automobile body trade, but as there is such a limited quantity of this grade in sight, it is believed that a renaissance of values will very soon obtain and that holders can count on securing well toward last year's prices before the season is much further advanced.

The lower grades of all varieties of hardwoods are still the bugbear confronting the hardwood manufacturing industry. However, the No. 3 stocks of the North, being close to market, are sold up much closer than corresponding grades of southern woods, on which higher freight rates must be paid to reach consuming centers.

The high price of stumpage and of logs militates against any considerable profit to either manufacturers or wholesale merchants at the present time, as the loss on the coarse end is absorbing the profits realized on the good end.

There is still a large volume of building construction in the majority of American cities, and this trade is consuming a good deal of hardwood interior finish and doors, and incidentally is making a fair demand for both oak and maple flooring. However, the output of hardwood flooring is somewhat in excess of the demand. There seems to be a tendency at present to reduce rather than increase the hardwood flooring output, which marks wisdom on the part of manufacturers.

Trade in mahogany and other foreign woods remains steady, with no appreciable change in values.

Hardwood Prices

The RECORD attempts to make a close study of current hardwood values and the editor of this publication has recently returned from a trip covering the chief centers of distribution in the East. He finds there are certain jobbers in New York and other eastern cities who still attempt to stimulate trade by cutting prices, and on the contrary, there are other manufacturers and merchants in those markets, and representatives of western manufacturers, who are securing a very good business at a manifest premium over current list prices

to a good many items. On the whole, there is no large volume of business in the East, but conditions are gradually improving. It cannot be said that prices are getting any better, but they are surely getting no worse. They are steady.

There is a current shortage in quite a number of items of hardwoods, and there is a prospective shortage which will manifest itself forcibly within a very short time in No. 1 and No. 2 common cottonwood, firsts and seconds sap gum and No. 1 common red gum.

It is believed that people who are mixing grades are not having as good a trade as those who are shipping straight stock. The price buyer has had his lesson during the last year, and a good many purchasing agents who have previously hammered prices, with the result that they have bought lumber at two dollars off price and have received grades five dollars off in value, have reversed their system and are now demanding higher qualities and seem to be willing to pay equivalent prices.

The Propensity to Steal

Another scandal in lumber affairs has occurred in North Tonawanda, N. Y., where a leading white pine lumberman has been indicted at the instance of the Lehigh Valley Railroad Company for delivering and securing payment for large shipments of lumber which fell short of the actual quantities invoiced. On the face of the newspaper stories, it is a pretty nasty transaction, and the hardwood trade may be congratulated that this deal is outside of its range.

That the hardwood trade is not entirely free from such methods is manifested by a recent scandal involving a jobber of more or less questionable reputation, who has but recently been detected in raising tallies on a considerable number of cars of lumber of from three to six thousand feet to the car, and actually getting away with settlements on several of the cars before he was detected. This case involves the subsidizing of the inspector at the receiving point. Several other similar transactions have come to the knowledge of the RECORD, but none was of such a flagrant nature as the ones cited.

In spite of these instances, there is every evidence to believe that irregular transactions involving the falsifying of grades and measurement are decidely on the wane. The average manufacturer and jobber, regardless of the moral and ethical view of these practices, is becoming convinced that a propensity to steal does not constitute good business—that there is absolutely no money for him in this kind of work, and eventual detection and loss of reputation are inevitable.

As is well known, the HARDWOOD RECORD reaches the majority of wholesale hardwood consumers throughout the United States, and through its close connection with this class of trade, has evidence at hand to demonstrate that buyers are awakening to a campaign of self-protection. Time was when sellers could cut a ruling price two dollars a thousand and work off a grade five dollars a thousand less in value than the standard, but this game is practically played out. The RECORD finds that the average buyer is carefully re-tallying and re-inspecting his lumber receipts at the present time, and if grades and measurements do not hold out he is presenting a "kick" that is mighty unpleasant to the shipper. Right at this time buyers are ultra-critical concerning grades, and the manifest increase in calls for re-inspection is a commentary on the situation. Buyers have learned that if they make purchases in which they specify a standard grade under the rules of either of the major associations they have an opportunity of making the seller "make good" on his sale, if he fails to deliver the grade and quantity, by simply appealing to the inspection department of either of the associations and demanding a re-inspection.

The records of the inspection departments of the associations show that there are remarkably few calls for re-inspection when the result of such work does not demonstrate that the buyer was justified in his complaint. Shippers invariably get the hot end of a re-inspection, and are therefore exercising a great deal more care in delivering stock which they sell than ever before. This outcome is as it should be, and will materially militate against both the price buyer and the price seller. With the present standards of lumber gradings fully maintained, no one can afford to cut prices or make an attempt to work off salted grades.

From all the evidence at hand, it may be authoritatively stated that, while possibly lumber morals are no better than they were, lumber common sense is on the increase, and in the future there will be less complaint about irregular practices in the marketing of lumber than there ever has been in the past. Buyers and sellers both realize that there is no profit or safety in the sale or purchase of off-grade stock.

A Golden Rule

All men may be divided into three classes and disposed of in as many ways—here they are:

He, who knows not and knows not that he knows not, is a fool—shun him.

He, who knows not and knows that he knows not, is simple—teach him.

He, who knows and knows that he knows, is wise—follow him.

Let this be your own mirror and the regulator of your action toward your fellowmen. Commit it to memory—it's easy.

—MASTON

Arbor Day Planting

There is a manifest revival the country over in the interest in Arbor Day. The custom of tree planting is a worthy one, and the renewed interest in the holiday speaks well for the intelligence of school instructors, who are educating their students to not only the ethical value of assisting in ornamenting school yards, streets and other public places with trees, but are also teaching them practical and correct methods of tree planting and of the care of trees.

A leading dry goods house of Buffalo, N. Y., has contracted for the purchase of one hundred thousand trees to be distributed on Arbor Day to the school children and public of that city free of charge. The trees selected for this purpose are the hardy *Catalpa speciosa*, from twelve to eighteen inches in height. It is believed that the growth of these tiny trees will keep pace with the individuals planting them, and if the trees are properly planted and nurtured, by the time the children who plant them attain manhood or womanhood, they will be abundant with foliage and from forty to fifty feet in height.

The donors of the trees in Buffalo are preparing suggestions for Arbor Day celebrations, exercises, etc., and the information supplied will recite the names of various standard books on trees, and a list of the various papers which may be obtained from the Department of Agriculture of the United States.

The Buffalo donors state that they want to make the coming Arbor Day the most notable one ever celebrated in their city, and with this end in view have arranged for all details, including a free tree for every home in that city.

The enterprise of the Buffalo house is worthy of emulation by citizens of other large and small cities, as their action will inspire civic pride and substantial progress in beautifying their home surroundings.

Another Jolt

An esteemed correspondent who is engaged in the veneer and package industry, referring to the editorial in last issue of the RECORD headed "Something of a Jolt," in which was recited an analysis of Mr. Wulpi's goose farm enterprise, writes a letter in supplement to that article, and inquires the use of buying a goose farm when one can go into the veneer business with little or no capital and make a fortune within a few months.

He says that a statement was current a short time ago that in the veneer business a net profit of $85 could be made on one thousand feet of logs which were cut into one-twentieth inch veneer. This statement was vouched for by the prospectus of a concern which proposed to commence cutting veneers, and had appended to it a number of the names of responsible and reputable gentlemen, among them a well-known manufacturer of veneer machinery. If a cutting machine can produce a net profit of $85 per thousand feet of logs, and can cut five thousand feet of logs into one-twentieth inch veneers per day, it is conclusive that a net profit of $425 per day per machine can be made, and it simply means having enough machines earning $425 per day per machine to make up any amount of profit per day that one might fancy. There are a number of veneer mills through the country that can be bought up on the installment plan—that is to say, one dollar cash and one dollar per week. It is, therefore, very apparent that five plants could be bought for an investment of five dollars. The balance could be earned before the next installment matured. Is it worth while to go any further with this proposition? A fortune is staring every man in the face and only a few are taking advantage of the opportunity.

The observations of the veneer man are timely, and his letter forms a very good companion piece to Mr. Wulpi's original communication.

A Progressive Movement

The long discussed plans for the consolidation of the Chicago Hardwood Lumber Exchange, the Chicago Wholesale Lumber Dealers' Association and the Lumbermen's Association of Chicago, have practically been consummated, and out of these three associations has been formed a parent organization which will be a distinct credit to those engaged in lumber manufacturing and merchandising enterprises in Chicago. It is presumed the new organization will have a membership of well towards five hundred, and as it will involve the totality of all lumber interests in Chicago, it should prove a tower of strength in the working out of problems of general advantage to the trade.

The identity of the separate divisions of the trade are in no wise disrupted by the consolidation, as the affairs of the hardwood interests will be handled by hardwood men and the building woods interests by the building woods men. Undeniably the final consummation of this enterprise will distinctly make for the betterment of every condition surrounding the local trade, and the three associations are to be congratulated on the wise step they have taken.

Paucity of Profits

The commercial history of the hardwood business during the last three years, both in the manufacturing and merchandising end, renders much to be desired. Very few hardwood men made any considerable profit during this time, and the present situation is not one to warrant the belief that the business is going to show any marked increase in profits unless it is possible to secure a considerably higher range of lumber prices.

It is an axiom that stumpage gradually and steadily increases in price, and never in history has there been any decline in these values. Stumpage is not liable to a quick upward trend, but it shows a steady increase as the years go by. On the other hand, lumber values fluctuate. Short supply occasionally renders it possible to get fancy prices for various kinds and grades of lumber, and even a slight oversupply or a decadence in trade cause prices to go gallivanting to low levels.

During the last few years the lumber trade has been [illegible] while some items of lumber have advanced in price, the larger quantity produced has declined. This larger quantity represents the lower end of the output, and with increasing distances between points of lumber production and consumption, the situation constantly grows worse because of the increasing cost of delivering lumber by rail to the points of use.

Unquestionably stumpage and log values are ranging too high, or lumber prices are too low. There is very little profit today for either manufacturer or jobber under existing conditions. Seventy-five per cent or more of the hardwood lumber which is sold in the domestic trade is marketed in a comparatively small territory comprising southern Wisconsin, southern Michigan, Illinois, Indiana, Ohio, Pennsylvania and New York. This is the territory which contains the great number of factories where things are made out of wood, such as furniture, interior finish, flooring, automobile bodies, coffins, wagons and carriages, and the infinite variety of similar articles which consume vast quantities of hardwoods. The source of supply of hardwoods have gone further from the chief consuming centers as the years go by, which renders it imperative for remanufacturers to buy lumber that will cut up without any considerable waste. A furniture man at Grand Rapids, Mich., can not afford to pay the freight on lumber that will only show forty per cent of cutting. He therefore seeks No. 1 common and firsts and seconds.

Shippers seem to be up against a stone-wall when they attempt to induce railroads to make a lower freight rate on low-grade lumber. Railroads are sticking for the last cent of rate per ton that is now in force, and are constantly urging the necessity of higher ones. The result on the whole hardwood situation today is that the loss on the No. 2 and poorer lumber absorbs almost all the profit from the manufacture of No. 1 common and firsts and seconds.

The hardwood manufacturers of Wisconsin, Michigan and the Adirondack region of New York are in a much better position to break even on their coarse lumber product than are the manufacturers in the remote sections of the South. The northern producers are close to centers of consumption, and in a large number of instances can actually market No. 2 and poorer grades and show a little profit.

The situation is worthy of the serious study of not only lumber producers, but of lumber consumers as well. Either the lumber consumer very soon must pay a much higher price for the desirable product of hardwood logs, or he must coöperate with manufacturers to kiln-dry and cut lumber out of the lower grades to dimension sizes to fill his requirements. There must either be a reform in this respect or manufacturers of furniture and kindred lines will find that their manufacturing institutions as a whole will of necessity have to be transferred close to points of lumber production.

The manufacture and utilization of dimension stock cut from low-grade logs and lumber is perfectly feasible, and as an enterprise it should be entered upon a large scale. It means the possibility of moderate profits for lumber manufacturers, and the maintenance of comparatively low values for lumber material required by manufacturing consumers.

Paucity of Orders in the Furniture Trade

[illegible] Chicago, Grand Rapids, Mich., Rockford, Ill., and High Point, N. C., are far from satisfactory. There is considerable desultory buying, but the orders are for small quantities. This situation is making the furniture manufacturers very conservative in their lumber purchases, and where formerly they bought in ten cars to million lots, they are now placing single car orders and in some instances mixed car orders.

There are some failures appearing in the furniture trade, and one notable one transpired in Chicago last week, which has resulted in making furniture manufacturers particularly cautious in the credits they are extending.

The furniture trade seems reasonably optimistic and is of the belief that conditions will improve as the season advances, but right now [illegible]

Pert, Pertinent and Impertinent

The Hikers

[illegible]
And she wants a bedroom pink
And a wider kitchen sink,
And some blue and yellow paper
In the halls.

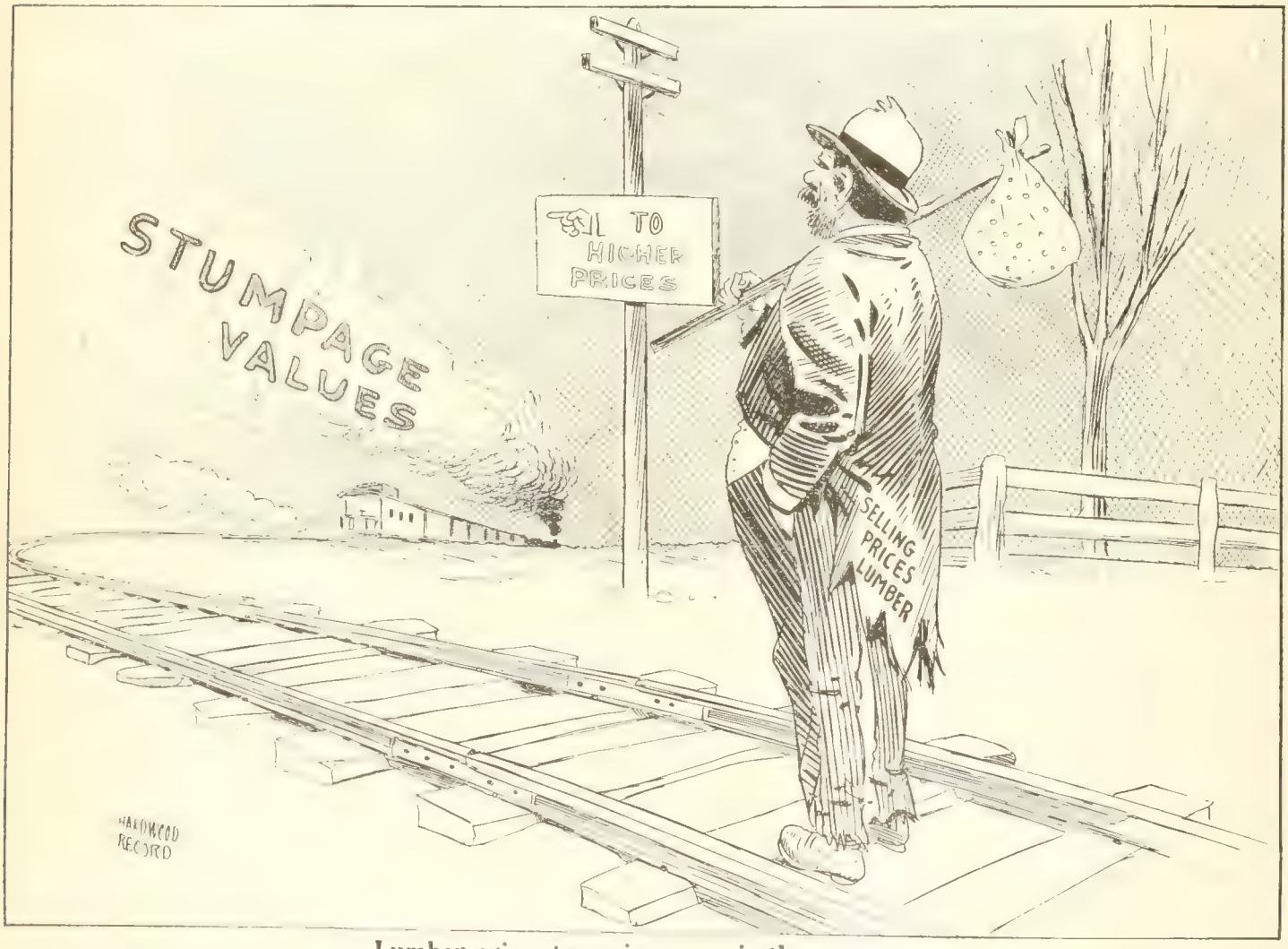
Every autumn, every spring,
Just like birds we're on the wing,
For a change in decorations
We go hiking
And I'll gamble when she dies
That her mansion in the skies
Won't be finished just exactly
To her liking.

Detroit Free Press

The March Wind

There is a rude old fellow so blustering and rough
That if you chance to meet him you'll need your coat and muff.
For he will pinch your fingers, if he can find them out,
And slap your cheeks and forehead and fling your curls about
And yet we like this fellow, for spring is close behind;
So hip hurrah for every day that brings the rude March wind!

Stumpage Values Going Ahead



Lumber prices tramping away in the rear.

As He Always Is

[illegible]

Educated

[illegible]

To have a friend is to have one of the [illegible] gifts that life can bring; to be a friend [illegible] have a solemn and tender education [illegible] —Abbie Bowerson Brown.

An Ingenious Explanation

"Why do you scream when you see a mouse?"

[illegible] disposition," explained Miss Cayenne, [illegible] so as to give [illegible] a chance to run away before I faint."—*Washington Star.*

Partnership.

Mr. Lately Married—"But, dearest, I thought we had planned to go to the opera this evening?"

Mrs. Lately Married—"So we had, but I have changed my mind."—Puck.

Married men wouldn't mind the coming of [illegible] gowns and bonnets grew on trees as they did in Adam's time.

General Prosperity

"Things are booming in the old town. Had to move the chair factory."

"Why?"

"Standing room only."

How shall a man learn to know himself? Never by thinking about it; but by action he surely may. Try to do your duty, and you will know at once what is in you. But what is your duty? To fulfill the demands of today.—*Goethe.*

It takes a hundred cents to make a dollar, but it takes more than a dollar's worth of sense to make a man.



B. F. DULWEBER

CINCINNATI, OHIO

Builders of Lumber History

NUMBER XCV

BENJAMIN F. DULWEBER

See Portrait Supplement.)

One of the most energetic, astute and successful hardwood lumbermen in the United States is Benjamin F. Dulweber of Cincinnati, O., whose portrait forms the supplement to this issue of HARDWOOD RECORD.

Mr. Dulweber was born at Covington, Ky., a suburb of Cincinnati, thirty-three years ago. His father, John Dulweber, for many years was engaged in a comparatively small and local way in the hardwood business at Cincinnati, and at his demise B. F. Dulweber managed it for his mother until 1904, at which time he purchased the business, obtaining the entire ownership. The enterprise has been continued since that time, until recently, under the style of John Dulweber & Co. Recently, however, for the purpose of permitting his brothers, J. E. Dulweber and John Dulweber, and several other trusted employes to participate in the profits, the concern has been reorganized as the John Dulweber Company.

B. F. Dulweber is president and treasurer of the organization; J. E. Dulweber is vice-president and F. F. Flanery secretary. These, with Edward Ehme, J. N. Powers and John Dulweber constitute the board of directors.

At the death of Mr. Dulweber's father, the business as before noted was a small and simply a local one, but during the succeeding years Mr. Dulweber has gradually expanded it until his sales now extend over the entire country. It often happens that two weeks' shipments of The John Dulweber Company exceed the average annual business done when he originally took hold of the enterprise.

For years Mr. Dulweber was purely a jobber in hardwoods, but with succeeding years he has changed the policy of the institution until now the concern produces fully ninety per cent of the stock which it sells.

Mr. Dulweber is essentially a student of hardwood lumber affairs and closely analyzes every detail of manufacture, sale, stock conditions, market situation, inspection and all other features pertaining to a careful and conservative handling of the business. Among his associates he is regarded as an expert "trader." He knows with accuracy the character of timber growth in the entire South-country and makes his timber and log purchases with rare judgment. Likewise, he is thoroughly posted on requirements in every line of hardwood utilization, and is able to supply the wholesale consuming trade with lumber which thoroughly meets the requirements of the business involved.

Mr. Dulweber is a genius for detail and keeps close in hand every feature of his business. It goes without saying that he is a tremendous worker. At the same time, he finds leisure from his arduous duties to assist in every movement that is inaugurated for the betterment of the hardwood trade, as well as for the well-being of the general business of the city of Cincinnati.

He is a member of the Business Men's Club, the Cincinnati Automobile Club, the Queen City Furniture Club, the Hamilton County Golf Club, the North Side Business Club, and several other organizations. He has served as president of the Lumbermen's Club of Cincinnati and is now director of the Liberty Banking & Savings Company, the Ohio Shippers' Association, the Cincinnati Receivers' & Shippers' Association and Cincinnati Associated Organizations.

Mr. Dulweber was married in 1900 to Miss Nannie Noble, and one child—a boy of five years—has blessed the union. Mr. Dulweber alleges the lad is the greatest boy that ever happened.

The John Dulweber Company carries at its Cincinnati yard a very comprehensive stock, made up chiefly of southern woods, which involves practically every variety of American hardwoods, and at its various sawmill plants and grouping yards in the South has large and varied stocks. There are few hardwood houses in the country which produce and market more lumber than The John Dulweber Company, and it reflects no little credit on B. F. Dulweber that he has developed this business from one of minor importance to its present scope and standing.

One of Mr. Dulweber's pet hobbies is the subject of transportation. Of this topic he has been a close student for years and has contributed a good deal of valuable litreature on the subject for the benefit of the Cincinnati Lumbermen's Club, and other Cincinnati organizations. He is so thoroughly versed on this subject as to be regarded one of the foremost authorities in the country.

Mr. Dulweber has an extremely pleasing personality, and as must be deduced from this brief and inadequate sketch, he is an exceedingly aggressive man. He has matured and well defined opinions on every phase of the hardwood industry, and has no hesitancy in giving expressions to them at all suitable times.

Biltmore Forest School Doings for February

The month of February, spent in the German woods, has treated us to the finest winter weather imaginable so that we could take long tramps through the woods, visiting many interesting sections. Worthy of note, particularly, were excursions to the forests of Mitteldick, Eberstadt, Heidelberg, Heppenheim, Wolfskehlen and Lampertheim.

At Mitteldick we saw some five acres of pine thickets which had been burnt recently; this is the largest forest conflagration which has 'raged' in this section for many a year! Interesting at Mitteldick were some plantations of Michigan white pine, of Sitka spruce and of white oak.

At Eberstadt there is a pine range in the plains where the yellow pine used to be regenerated from self-sown seed. It is customary now a days to leave some twenty yellow pine "standards" on every acre not so as to seed the ground but to allow the trees to grow into extra heavy timber. In the hill section of Eberstadt the former beech woods are being gradually converted into mixed stands of yellow pine, white pine, Douglas fir and spruce wherever the soil is poor; and into mixed stands of chestnut, maple, walnut, ash and oak wherever the soil is good. The forester takes care particularly of the moisture in the soil, realizing that tree growth depends largely on the water capacity of the soil. As a consequence, horizontal ditches are found in the woods, meant to retain the moisture and meant to prevent surface drainage.

The trip to the Heidelberg woods was very interesting for the reason that it illustrated the damage done by snow and ice in cultured forests. In one night, quite recently, on a tract of some 600 acres, no less than 250,000 cubic feet of small saplings and poles were killed—broken at the root or broken in the crown by a heavy load of snow and ice hanging in the tops. Fortunately, the small material obtainable from the thickets and pole woods thus afflicted is salable near Heidelberg. It is noteworthy that the white pine has suffered but little from snow, whilst the yellow pine has been badly killed or crippled.

At Heppenheim we were shown the conversion on a large scale of ancient beech woods into mixed stands of conifers and valuable hardwoods. Every wrinkle of the soil is utilized to the best possible advantage for the production of that kind of timber which promises to grow relatively best on it. Here the American white pine suffers badly from a fungous disease, so much so that the forester has abandoned the planting of American white pine entirely.

Lampertheim was interesting for the manufacture by whipsaw and adze of railroad ties (yellow pine, beech and oak). The German tie differs from the American tie in its shape. The German type is more economical for the reason that its cross-section must not be a rectangle. The upper side or slab side can be as narrow as six inches, provided that the base is ten inches wide. By this means many a log yields two ties instead of one.

Very interesting were our "technical" excursions. I should mention among them, above all, an excursion to Gaulsheim, where telegraph poles are kyanized on a large scale, and where the new "Ruping" process of impregnation has come into general use. This latter process forces compressed air into the tie prior to its impregnation. This air is withdrawn from the tie towards the end of the impregnation process, with the simultaneous result that large amounts of the impregnating liquid are forced out of the tie after having been pressed into it. The amounts forced out would have been useless for the preservation of the timber because they have failed to incrustate the wood fibre. The process gets along with about one-half of the amount of creosote heretofore required; and it is for that reason much cheaper than the old "Rutgers" process of impregnation.

The telegraph poles impregnated at this plant are imported from Archangel, in northern Russia. Imagine! It is cheaper to import spruce poles and pine poles from northern Russia than to produce them locally. Germany cannot get along with the timber grown in Germany; and she is obliged to import as much as she grows. Germany, stocked with timber as she is, might fill her requirements for thirty years out of her stumpage at hand, if she were to allow her supplies to go as cheaply and to be diminished as unscrupulously as the United States are allowing theirs to go and to be diminished. Prices are maintained hereabouts by proper custom duties, by proper freight rates and by limited competition amongst the owners of stumpage.

Dr. Schenck is now lecturing on Forest Policy. The new edition of his book on this subject is just going through the press. Dr. House is lecturing on American hardwoods, giving us the distribution and characteristic appearance of all species during the four seasons of the year. The botanical work at the Polytechnicum has consisted in the study of the timber structure of both conifers and hardwoods.—Herbert L. Sullivan Class President

Fifteenth Annual Chicago Hardwood Lumber Exchange

Members of the Chicago Hardwood Lumber Exchange and their guests gathered in the Red room of the Hotel La Salle at 12:30 o'clock on the afternoon of March 18, the occasion being the fifteenth annual meeting of that organization. A large turnout was recorded, the incentive being the question of amalgamation, which had been pending for several metings. Pro and con discussion of the proposed union was a feature of the talk immediately following the usual pleasing banquet, and while, as hinted, there was certain "con" talk, the final vote showed the body unanimous for amalgamation with the Chicago Lumbermen's Association and the Chicago Wholesale Lumber Dealers' Association. A previous vote showed a majority in favor of the union, and on the second and last ballot it was found that everybody on the other side had "come over."



J. E. McMULLEN, FULLERTON-POWELL HARDWOOD LUMBER CO., PRESIDENT



J. H. DION, MAISEY & DION, VICE-PRESIDENT



R. S. HUDDLESTON, HUDDLESTON-MARSH LUMBER COMPANY, TREASURER

Following the banquet the meeting was called to order by President Brown, who reviewed briefly the work of the past year and warmly commended the various committees for what they had accomplished.

Lewis F. Shane of the insurance firm of Shane & Cullerton, spoke briefly of rates on hardwood lumber yards in Chicago, which, as he explained, are governed by the rules and regulations of the Chicago Board of Underwriters. Mr. Shane averred that as a result of the amalgamation suggested, it would perhaps be less difficult to secure concessions from this board. The efforts of a joint body, he argued, would be more effective in this connection.

The special committee appointed to investigate the subjects of terms and credit then made its report, in which it submitted a number of recommendations with regard to terms, which, it was explained, were thought to be liberal.

The report of the Committee on Market Conditions was next read by the chairman. The report showed that three meetings had been held during the year which were attended by all members of the committee. The entire list of stocks were gone over, in each instance suggestions as to values being formulated and distributed among the members of the exchange. The speaker voiced his hope that the body would be continued as one of the committees of the exchange and that it would continue to be of advantage to all its members.

The Labor Committee, through its chairman, W. M. Hopkins, reported that no meetings had been called during the year past as no new labor contracts had been made nor old ones renewed with the various labor unions.

Chairman of the Publicity Committee, H. S. Hayden, read his report, which is as follows:

Report of the Publicity Committee

Your committee, through its chairman, takes pleasure in presenting to the members of this exchange its second annual report, of furthering the work of publicity of the Chicago Hardwood Lumber Exchange, and Chicago as the great central market for the distribution of over eight hundred and fifty million feet of hardwoods and an equal amount of white pine, norway and hemlock, a portion of which was handled by the members of our exchange, totaling in volume of business done annually in the Chicago lumber market, $25,500,000.

In our last year's work we had the co-operation and encouragement of our exchange members, and as a result a seal was adopted and over 250,000 distributed among the exchange members, not including those that were used in the imprint on stationery by the individual members. This aided very materially in placing the exchange before the manufacturers and consumers and resulted in great benefit in the way of presenting the strength of our exchange to the consumers as well as the manufacturers of hardwood lumber.

Following the result of this work, after a number of meetings of the Publicity Committee, a plan for further advertising the work of our exchange was presented at a meeting held at the La Salle hotel, November 4, 1910, authorizing the publication of a pamphlet covering the purposes of the exchange, as well as other data which would broaden the work and efforts of our exchange.

On November 10 at a meeting of the Board of Managers authority was given to the Publicity Committee to expend $400 towards publishing this pamphlet.

On December 6, 1910, at a meeting of the exchange, report was made by the chairman of the Publicity Committee, submitting various booklets covered by the trade to the Chicago market, and certain suggestions in connection with the issuance of the booklet which was authorized by the Chicago Hardwood Lumber Exchange, November 10, expenditure, including cost of printing, expert advertising counsel, envelopes, postage, etc., for mailing. With this authority we went ahead and had this booklet printed, and same has now been issued to 5,000 manufacturers in the following states: Missouri, West Virginia, Kentucky, Arkansas, Mississippi, Tennessee and Louisiana.

We did not think it wise to recommend further publication of these booklets in view of the proposed amalgamation of the three associations, although we are able to secure for our exchange members additional copies at the original price of the first edition.

I desire to call the attention of the members of the exchange to the purpose of which our work is presented to the public:

"The object of the exchange shall be to promote the general welfare of the hardwood lumber dealers of Chicago, and to co-operate with the shippers as well as consumers against unjust demands, and to correct such abuses in the conduct of business as will give our exchange a name that will extend its influence all over the country, thus making it a permanent commercial organization, the greatest in the country of its kind."

Following this object is the reason for Chicago's lumber greatness. A showing of an annual consumption of over fifteen hundred million feet, Chicago as the great railroad center—having the largest manufacturing industrial enterprises in the country—all large consumers of hardwood lumber, including furniture, piano, agricultural, wagon and other industries, backing up its claims for Chicago as the greatest hardwood lumber market by these industries in active operation, consuming and distributing from this center the various kinds of lumber products.

It is the desire of your publicity committee to aid in furthering this work which has been so well backed up by our exchange members, and we believe in going out of office that the work already established should be kept up, and we know of no better way than through this medium of publicity, not only by print, but personal

advertising by each member of this body to the world at large the claims that we are justly entitled to more than any other city in the United States.

In conclusion, our committee wishes to extend to the officers of this exchange, as well as each and every member, our thanks for the hearty co-operation not only in the way of suggestions but financial backing to make it possible for us to obtain this result.

Respectfully submitted,
HARVEY S. HAYDEN, Chairman.

The report of the Committee on Complaints which was read by F. B. McMullen, is as follows:

Report of Committee on Complaints

We are glad to say that we have very little to report on this work since this committee was appointed. There has been but one case referred to the committee and the parties interested abided by the committee's finding. We have had two or three cases brought up for attention, but these were all settled previous to their being laid before our committee.

We believe the standard of the hardwood lumber business is on a high plane, and the facts speak for themselves, as the committee here, ready and willing to take up any question either of violation of business ethics or violation of contract, has been called upon for so little work. We trust that the very fact of our having such a committee has a great influence, as parties disagreeing get together and patch up their own differences rather than have them passed upon by our committee.



E. H. KLANN, SECRETARY

We trust this coming year the Committee on Complaints, whoever they may be, will not have a single case, as nothing could act and reflect more credit on our association than the fact that all of its members adhered strictly to business principles and treated everybody fairly.

Thanking you for your attention, I remain,
EDWARD E. SKEELE, Chairman.

J. L. Lane, chairman of the Entertainment Committee, then gave the following brief report of what his committee had done during the past year:

Report of Entertainment Committee

Your Committee on Entertainment begs to report for the ensuing year briefly as follows:

We have had ten monthly luncheons, the attendance to which has steadily increased, showing the popularity of this feature of our association, and has been the means, through this sociability, to bring the members in close touch and harmony with the work.

The annual summer outing was held at Ravinia park and very well attended and all enjoyed, through the excellent efforts of the various committees assigned to the sports, the best time our association has ever had.

While the expense of these entertainments may at times have been possibly criticised, at the same time your Entertainment Committee feels that a vote would prove unanimous that everybody has had their money's worth.

By a careful measurement of the girths of our membership, we find it has increased an average of two to three inches over last year, which speaks well for the general health of our members and the monthly feed given them. Your committee recommends a continuance of these luncheons, even if we join the large body in one association, making this feature of the Hardwood Lumbermen's Association a monthly event.

Respectfully submitted,
J. L. LANE, Chairman.

The following statement was given by J. H. Dion of the Membership Committee:

Report of the Membership Committee

Your committee feels elated over its success during the year about to close. We received the following applications, all of which were elected to membership:

John J. Cochran Lumber Company.
Edmund F. Dodge.
George D. Griffith & Co.
John Hansen Lumber Company.
Starr Lumber Company.
Christiansen Lumber Company.
Quixley & Bulgrin Lumber Company.
H. R. Foster.
E. H. Klann.
Schultz Bros. & Cowan.
Pike-Dial Lumber Company.
White Bros. Lumber Company.
C. G. March & Co.
Van Cleave Lumber Company.
Konzen, Stumpf & Schafer Lumber Company.
Marshall Lumber Company.
Kimball-Sullivan Lumber Company.



W. C. SCHREIBER, H. H. HETTLER LUMBER COMPANY, DIRECTOR

W. B. Crane & Co.
Frank I. Abbott.
N. T. Hand & Co.
Messinger Hardwood Lumber Company.

While your committee worked energetically to accomplish this work of adding twenty-one new names to the roll—an increase of seventy per cent—we do not claim all the credit. When, a few meetings ago, we appealed to the members in open meeting to put their shoulders to the wheel, they responded nobly. We gave the work impetus by writing every firm whose membership we desired, described the work we are doing here and called attention to what they would get for their thirty dollars per year.

For the information and guidance of our successors, will say we found this personal appeal the most effective in results, and we thank our fellow members for the zealous work they have done for us.

We cannot bring this report to a close without calling your attention to the great increase in membership during the last two years. In that short while our membership has increased over 160 per cent. Our task has been made easy by the immense amount of work accomplished by the officers and committeemen of this exchange. Their incessant labors in promoting a progressive policy, which has been of great benefit to our members, has been an effective talking point in seeking applications.

Respectfully sumbitted,
JOSEPH H. DION, Chairman.

Secretary F. B. McMullen then delivered his annual report as follows:

Secretary's Report

At the beginning of the fiscal year just closed the exchange had fifty-seven members enrolled. Of these, two have resigned during the year; one changed his membership from resident to non-resident member and three were dropped for non-payment of dues.

During the past year twenty new members have been added, which gives us a total membership at the present time of seventy-two. Of this number four are non-resident members.

Your secretary collected from the members for dues $1,736.25, and a balance due the exchange for stickers delivered last year, $43.70, making a total of $1,779.95 collected and turned over to the treasurer.

When the present secretary assumed office, there was owing the exchange $43.70 for stickers, all of which has been collected, as shown above, and $210 for back dues. Of this $210, $142.50 has been written off as bad debts, being the amount that was due the exchange from the three members dropped for non-payment of dues—the balance, $67.50, has been collected and turned over to the treasurer as part of the $1,736.25 above referred to. There is now outstanding due the exchange for back dues a total of $55.

The exchange has held during the past year nine regular meetings, at which luncheons have been served—six at the La Salle hotel and three at the Union League Club. In addition to these meetings the exchange joined with the Chicago Hardwood Lumber Association and the Lumbermen's Association of Chicago in the lumbermen's outing at Ravinia park, which was a highly successful and enjoyable affair.



F. J. HEIDLER, FINK-HEIDLER COMPANY, DIRECTOR

The secretary will not trespass on the prerogatives of the president and the chairmen of the various committees to describe in detail the work done at these nine meetings above referred to. We will simply state that six of the members answered the roll call at all the meetings. Five missed one meeting; four missed two meetings; six missed three meetings; eight missed four meetings; eleven missed five meetings; six missed six meetings; six missed seven meetings; ten missed eight meetings; seven attended no meetings at all.

Owing to the constantly increasing membership this may not give a perfectly fair comparison since we close the year with twenty more members than we had at the beginning. The percentage of attendance, therefore, is difficult to arrive at accurately. We may say, however, that at the last five or six meetings we have had an average atendance of sixty people, and at previous meetings from forty-five to fifty. In many cases, of course, there are two or more representatives of one membership.

Respectfully submitted,
F. B. MCMULLEN, Secretary.

C. L. Cross, Jr., read the treasurer's report, which had been prepared by C. L. Cross, Sr., before he left the city. The report showed total receipts for the year to be $2,630.38; disbursements, $1,915.55, leaving a balance on hand of $714.83.

Following the reading of reports Harvey

S. Brown [illegible] Nominating Committee reported the "ticket" agreed upon in connection with the annual election of officers—the full and commendable object, at the [illegible] efforts to keep members of the Nominating Committee from putting themselves in nomination for office, and then submitted the list of prospective officers. President Brown appointed tellers to distribute ballots among the members. As there was only one ticket in the field, it was thought that the election would not be overly exciting, but to help things along one or two of the older members voted against certain of the candidates. There was some surprise when the ballots were counted, as a result of this trick, but when they had had their joke, the men who had perpetrated it, announced they would withdraw their ballots and vote with the majority.

The following new officers were then reported as having been elected: F. B. Mc

too far in advance of a majority of our members and their desire and readiness for same. A democratic body, such as ours has come to be, requires careful guidance. The members must understand, realize and want the things which the administration proposes in their name. The central and basic principle back of every endeavor has been "equal rights to all and special favors to none." By scanning the list of membership, it is at once apparent that our organization is of a most homogeneous makeup. Therefore any attempt at profitable work for our members on a less democratic principle is foredoomed to ultimate failure.

By having so large a range of the lumber industry represented in our membership, ample opportunity has been given to prove the feasibility of the broadest policy which we have undertaken to introduce. In this connection reference is made to the proposed union of the three local organizations. Your officers considered this question from every viewpoint with great care before it was suggested in open meeting about a year ago. It was not a plan suggested and proposed on a moment's notice, as its importance would very naturally preclude any such procedure. The life of any organization based on principles such as ours, absolutely demands that we keep constantly before us an ever-broadening field of influence to the end that the benefits derived may continue to enlarge and that our sympathies may continue to broaden so that we may not lose sight of any individual or class of individual members of the lumber fraternity in this city.

Now as to whether the choices which we have with our Labor Committee and its alliance with the United Employers' Association of Wood Industries.

If by receiving suggestions concerning values so that we may not fall below the market average and lose profits or soar above it and lose sales, then the practical benefits received from our Market Condition Committee are self-evident. If there has existed in days gone by any substantial or fantastic evidence to support the charge that Chicago hardwood lumbermen harbor among their ranks in unusual numbers professional lumber thieves and those lacking the gentlemanly qualities of ordinary fairness and common sense, the lumber fraternity of the country must disabuse itself of this conception of the world's greatest hardwood market, for your action in October, 1909, when the Committee on Complaints was authorized, effectively precluded a recurrence of such tendencies, because under the present system differences may be equitably adjusted. If any of our members or their shippers are still suffering in this regard it is due to one of three facts, viz., they do not subscribe for and read Chicago lumber publications, they trade with some Chicago lumber men not yet members of our association, or, like some of our national investigating committees, they fear lest they themselves may be investigated. This was one of our greatest steps in advance, for it is not alone one of the greatest incentives for lumbermen to become members and partake of the benefits of this department, but it is the strongest argument why lumber manufacturers should be sure to deal with our members whose fairness we guarantee.



C. F. HOLLE, HEATH, WILBLOCK COMPANY, DIRECTOR



J. P. McPARLAND, McPARLAND HARDWOOD LUMBER COMPANY, DIRECTOR



J. H. HANSEN, JOHN HANSEN LUMBER COMPANY, DIRECTOR

Mullen, president; Joseph H. Dion, vice-president; R. S. Huddleston, treasurer; E. H. Klann, secretary, and George Thamer, W. C. Schreiber, F. J. Heidler, C. F. Holle, J. P. McParland and J. H. Hansen, directors.

Following the election of officers, Retiring President F. L. Brown delivered his annual address as follows:

President's Address

The [illegible] which we may [illegible] done and is now a part of the irrevocable past. However, at the close of an administration, in such an [illegible] this it is not only proper that you demand an accounting from all of your executive and [illegible] officers.

In the annual reports of the secretary, treasurer and chairmen of the various committees, just presented, you have heard from every department in a most able and comprehensive manner regarding the active and tangible work undertaken and accomplished. It is my province, at this time, therefore, only to make some observations relative to the broader aspects of our endeavor, which may be summarized by stating three questions:

First—What has been done?

Second—Was it worth doing?

Third—How well done it was?

A broad progressive policy has been aggressively prosecuted in every department and endeavor has been made to prevent our taking any [illegible] of progress that has been had in view have been worthy of our attention and have brought us a direct or indirect gain in the vital question. If it is worth while to foster good fellowship and a broader acquaintance among our members engaged in similar activities, then the work accomplished by our Entertainment Committee has justified itself most nobly. If there is any truth in the notion that an organization of this character requires a large and constantly growing membership, then we must not overlook the fact that our Membership Committee has performed a work that has been far reaching and important in the life and continued growth of our Exchange, and the members, together with their chairman, deserve our [illegible] thanks.

If it is well to enlarge the scope and possibilities of our purchases and sales and lend our energy toward advertising Chicago as the greatest hardwood market, then we have not labored in vain in our Publicity Committee, whose effective work will be felt and understood throughout the entire hardwood lumber manufacturing section of the country. If it is advantageous to know more of our rights and privileges, as well as limitations, regarding various corporations with which we are constantly brought in contact, then our Trade Relations Committee has made an indelible impress upon the direction of different phases of our business by enlightening us through the results of long hours spent in investigating and discussing questions for our benefit. If a continuance of friendly relations and satisfactory agreements between the employers and employes have been of such vast importance to every lumberman, whether yard man, office man or commission salesman, we could ill afford to dispense

It gives me much pleasure to state that we have been supported continuously by a friendly and generous press. It has seemed wise to have them represented at our meetings and on many occasions signal assistance has been rendered much to our advantage and appreciation. If there has been any evidence from time to time of indiscretions on their part, we have been equally guilty of sordid selfishness and a pessimistic attitude. I desire to express to them my grateful appreciation of their ceaseless efforts in behalf of the Exchange.

As a last word to you gentlemen of the Exchange, at this time, I want you to know how thoroughly I have appreciated your constant loyalty, your quick response to every request, your manifest interest as expressed by your kindly word and attendance at the meetings and lastly your pardon of my numerous mistakes and shortcomings. With such support as this, if your president conscientiously does his work, he need "Not be afraid for the terror by night; nor for the arrow that flieth by day; nor for the pestilence that walketh in darkness; nor for the destruction that wasteth at noon-day."

The meeting then adjourned.

Those present were as follows:

Attendance

F. M. Baker, Hardwood Mills Lumber Company.

William Balthis, R. J. Darnell, Inc., Memphis, Tenn.

S. C. Bennett, Hardwood Mills Lumber Company.

Fred W. Black, Fred W. Black Lumber Company.
E. S. Braden, G. C. Pratt Lumber & Tie Company.
M. Bretz, Empire Lumber Company.
J. A. Braun, W. O. King & Co.
F. L. Brown, Crandall & Brown.
H. E. Christiansen, Manson Lumber Company, Milwaukee, Wis.
C. M. Christiansen, Christiansen Lumber Company.
L. J. Cross, C. L. Cross.
H. B. Darlington, American Lumberman.
J. H. Dion, Maisey & Dion.
E. F. Dodge, E. F. Dodge & A. S. Appleby.
William A. Eager.
Theodore Fathauer, Theodore Fathauer Company.
J. J. Fink, Fink-Heidler Company.
Frank F. Fish, Secretary National Hardwood Lumber Association.
H. R. Foster.
D. B. Fox.
F. R. Gadd, Wisconsin Lumber Company.
George D. Griffith, George D. Griffith & Co.
N. T. Hand, N. T. Hand & Co.
John T. Hansen, John Hansen Lumber Company.
Harvey S. Hayden, Hayden & Westcott Lumber Company.
F. J. Heidler, Fink-Heidler Company.
E. E. Hooper, Lumbermen's Association.
W. M. Hopkins, Theodore Fathauer Company.
S. P. C. Hostler.
C. C. Hubbard, George D. Griffith & Co.
R. A. Joy, Van Cleave Lumber Company.
E. H. Klann.
A. C. Knechtel, C. G. Marsh & Co.
J. L. Lane, J. L. Lane & Co.
G. A. Larson, Fink-Heidler Company.
E. J. Leech, Paepcke-Leicht Lumber Company.
Robert Maisey, Maisey & Dion.
C. G. Marsh, C. G. Marsh & Co.
F. B. McMullen, Fullerton Powell Hardwood Lumber Company.
Milton Meier, Christiansen Lumber Company.
Fred A. Moore, T. A. Moore Lumber Company.
Lawrence A. McHale.
W. A. Moore, Crandall & Brown.
Murdock MacLeod, Oconto Company.
G. H. Ostrander, D. K. Jeffris & Co.
F. J. Pike, Pike-Dial Lumber Company.
G. C. Pratt, G. C. Pratt Lumber & Tie Company.
Park Richmond, Park Richmond & Co.
C. C. Robinson, White Bros. Lumber Company.
Thomas B. Roy, Theodore Fathauer Company.
A. H. Ruth, C. W. Jones Lumber Company.
T. F. Seaman, McFarland Hardwood Lumber Company.
Paul Schmeche.
A. H. Schoen, Ft. Columbus Hardwood Lumber Company.
William C. Schreiber, Herman H. Hettler Lumber Company.
Lewis F. Shane, Shane & Cullerton.
Edward E. Skeele, Estabrook-Skeele Lumber Company.
Louis A. Smith, Fullerton-Powell Hardwood Lumber Company.
Lewis E. Stutz, Lee Stutz Lumber Company.
A. C. Steinweg, Steinweg-Hamilton Lumber Company.
A. J. Stinson, Pike-Dial Lumber Company.
Fred L. Tarbell, Van Cleave Lumber Company.
George R. Thamer, Empire Lumber Company.
E. A. Thornton, E. A. Thornton Lumber Company.
J. S. Trainer, Trainer Bros. Lumber Company.
F. C. Van Norstrand, United States Lumber & Cotton Company.
A. R. Vinnedge, A. R. Vinnedge Lumber Company.
Charles Westcott, Hayden & Westcott Lumber Company.
Charles B. White, White Bros. Lumber Company.
Ira S. Wood, Hardwood Record.

A Review of the Policy and Attainments of the Hardwood Manufacturers' Association

By W. B. TOWNSEND, President

In common with many other members of the Hardwood Manufacturers' Association of the United States, I can recall the time when there was practically no standard method of grading hardwood lumber at the mill. The product was sold largely on the unsatisfactory basis of log run. Discriminative operators would visit the points of manufacture, guess at what a pile contained, make an offer and take a chance in getting their money's worth or more, but could have no assurance that any two shipments would be of exactly similar character and value.

This condition was responsible for the organization of the Hardwood Manufacturers' Association of the United States, and everyone identified with it, feels highly gratified with what it has accomplished. The endeavor of those at the head of this organization has been to reduce the manufacture of hardwood lumber to a science; to establish a basis of standard inspection; to place the hardwood manufacturing industry of the South on a high plane, and to give the consumer parity of value in so far as is practical regardless of from whom the stock is secured.

I believe that an idea of how nearly this object has been achieved can be secured from a careful, unprejudiced reading of the grading rules published by the association. Our grading rules have been evolved with a view of placing a premium on lumber that is perfectly manufactured.

Another feature of the work of the association has been to create more fraternal relations between manufacturers, dealers and consumers. While ours is a manufacturers' organization, the dealer and the consumer have been consulted. They have attended our meetings and are eligible in the association. We believe as a result of this getting together that we will come to a better understanding of what others need and that great good has been and will be accomplished along these lines. It is our purpose to foster this fraternal good fellowship and teach the consumer the value of lumber honestly manufactured and properly classified with respect to quality.

We believe that in no organization can be found a more representative lot of Americans than those composing this association, and we do not exclude from this comparison the sterling Americans in the halls of Congress. We covet for the association a place in the commercial and industrial life of the nation second to that occupied by no other institution.

There are other things in life besides getting a man's money, and we desire and intend to take these other things into account. Trickery in the hardwood trade is on the wane. There is some of it left. There is mixing grades, raising grades and raising the tally—sporadic instances which are giving way before the progress made by better understanding of business and what is business and what is not. These are merely features of the square deal, which naturally are recognized and approved by every fair minded man and every potent association.

The hardwood trade is facing new problems each year. With the growing scarcity of virgin timber of high quality and the increase in the cost of production, high quality lumber is becoming scarce. Producers do not encounter any difficulty in finding a market for their good stock. The great problem is to create an outlet for the low grades. The members of our organization are fully aware of the importance of the work to be done, the investigations to be made and the tests to be conducted so as to shape the poor end of the product for the needs of the consumer and to give it a commercial value. In a practical way this will increase the cost to the lumber manufacturer, who in some cases must carry his process further than has been the custom, but it will give the consumer a material more nearly suited to his requirements and probably at a lower price than it could be secured were the old methods to be continued without change.

In dealing with these questions the association rank and file solicit the cordial support and co-operation of all interested in hardwoods, in timber lands and in finished factory products, and we believe we are entitled to such co-operation, basing our claims on our record. Our accomplishments, we believe, have been of direct benefit to everyone interested in hardwoods. All problems, ethics, methods and ways and means of handling the trade to advantage and conducting business intelligently and conscientiously are discussed by members and the management with a view of settling them for our mutual benefit. The vast amount of literature sent out by the secretary and the great volume of correspondence emanating therefrom, is for the sole purpose of improving the service. We court investigation and solicit the support of everyone interested in the broad lines of improvement, believing that only by working along these lines is it possible to insure a general betterment of prosperity of the hardwood trade.

Current conditions should prove satisfactory. Prices are on a fairly remunerative basis for the bulk of the hardwood mill product. Stocks have not increased materially and the immediate and prospective future of the hardwood industry is encouraging. Personally, I have great faith in our industry. There is no fear of a heavy overproduction, and this is due largely to the relative inaccessibility of the remaining hardwood timber, necessitating a heavy investment in order to put in a plant for the conversion of timber into lumber. The manufacturing cost must necessarily continue to increase as it becomes necessary to build additional miles of logging road. To cut timber of relatively lower quality or where the stand is much lighter than it has heretofore been taken out, increases

the cost. In the southern Appalachians the logging problem is of less importance. The river is giving place to the railroad as the carrier of logs and this means an increase in costs, which must necessarily give permanency to the market and cause values gradually to increase. To my mind, the hardwood industry east of the Mississippi river occupies a position almost unique among industrial operations of anything like relative size and importance. The difficulties surrounding production more effectually control the supply than any agreement or understanding possibly could. A heavy fall of snow, a landslide or a washout will do more to curtail production than any human agency, and that is the feature of mountain logging which every operator must take into account.

The policy of the Hardwood Manufacturers' Association of the United States is not changing, but we are endeavoring to broaden our work so as to take in all approved modern methods of educating ourselves and our customers, realizing that as soon as we all know we will be able to do business with greater satisfaction and on a more profitable basis.

Influence of Veneer Industry on the Lumber Trade

By D. E. KLINE

The subject of the effect on the lumber trade of the widening scope of the veneer business is one which offers opportunity for volumes to be written, for in every direction one finds that the use and manufacture of veneers touches the lumber business. Inasmuch as twenty-five years ago the veneer business, one may almost say, was in its infancy, it is evident that the new phases which it has developed in the lumber trade have been created within the past quarter of a century.

To say that the available supply of timber is getting smaller is to repeat a well known fact; yet that, of course, is one of the prime factors in the increased consumption of veneers. As timber has been used up and the work of getting out logs has become more difficult, the average size of the log has been reduced in direct proportion as its quality has deteriorated.

As long as there was plenty of excellent timber, easily obtainable, the necessity for the use of veneers was not so apparent; but with good timber scarce and high and poor logs flooding the market, the use of veneers has solved an industrial problem that would otherwise have assumed tremendous proportions.

By enabling inferior wood to be used as the center or core for tops and panels, an outlet for low-grade material has been found, while the cutting of the finer logs into veneers has enabled clear and beautiful stock to be used generally in the manufacture of furniture, doors and other veneer-consuming articles. Thus the veneer trade has made a real contribution to the wealth of the world—one which I believe has not been fully realized.

Beginning at the beginning, that is, at the tree, the veneer man is of course the competitor of the lumberman. In order to make the best, the manufacturer of veneers and panels must buy the best. The log market knows him as a "bull," therefore, because he least of any can afford to accept inferior logs. The lumberman can buy a round lot of logs, grading and selling the lumber manufactured from them, without a qualm; while for the veneer man, to attempt to do likewise immediately involves him in difficulties, unless he has a sawmill which can manufacture the logs thrown into the discard for veneer manufacturing purposes. Some manufacturers have found it advisable to do this; but that is another story.

While the growing scarcity of timber has thus created an immensely widened market for veneers, and apparently multiplied the opportunities of those in the trade for profitable operations, that is only one side of the case. The other is not so encouraging.

References to the files of more than one veneer concern, my own included, would show that the veneer manufacturer, at all events, has not been adjudged a laborer worthy of his hire. Instead of getting the increased returns on the investment of capital, experience and labor which the increased contributions he has been making would seem to warrant, his returns have been steadily diminishing.

The veneer man necessarily has been a consumer of high-grade timber. He has therefore had to pay the highest prices in a rising



D. E. KLINE, PRESIDENT LOUISVILLE VENEER MILLS, LOUISVILLE, KY.

market. Good logs have been hard to get even under these conditions, so that it is no wonder that we are paying from 66⅔ to 100 per cent more than was the case twenty or twenty-five years ago, if, indeed, one need to go back that far.

Reference to prices being paid for veneers and panels today does not show that anything like an adequate increase in the selling price of veneers has followed this enormous advance in the cost of logs. As a matter of fact, there has been little or no increase in the prices of most items on the stock list. As the cost of timber enters into the producing cost to the extent of nearly 50 per cent, it does not take one skilled in higher mathematics to reach the conclusion that the veneer manufacturer, in spite of his larger output and the increased consumption and demand for his product, is getting a smaller return now than he did twenty-five years ago.

There is ground to believe, however, that more scientific methods of manufacture, including better systems of accounting, more careful estimating, greater efficiency in the mill, etc., will aid in improving conditions in this respect. Inasmuch as the demand for veneers inevitably will continue to increase, as the cost of timber advances, the veneer trade should see to it that it is in a position to take advantage of this situation.

At first glance, the growing consumption of veneers would indicate that the lumberman had been losing business.

As the furniture manufacturer of today is veneering the major portion of his output, as contrasted with the far greater use of solid material by the manufacturer of a quarter of a century ago, it might be asked, is not the veneer trade definitely injuring the lumber business?

The obvious answer to this is that a large volume of the furniture manufactured is not veneered, containing solid material; while even that portion which is made of veneered stock contains a big percentage of lumber which is not veneered. And, on the other hand, with the supply of high-grade lumber as it is today, it would be impossible to supply material of that description in sufficient quantities to turn out the present volume of furniture, if it were all made of solid material and of good lumber.

It is thus apparent that the use of veneers has conserved the lumber supply. It has made a good white oak log serve in the manufacture of hundreds of pieces instead of a score. It has made the available supply enough to go around, so that instead of there being a tremendous shortage of lumber there is a supply sufficient for the needs of the market. At this time, unfortunately, lumbermen might be inclined to say that they would prefer that conservation be not so carefully practiced, and that the only shortage that they can see is a shortage of demand. However, that is a temporary condition which does not affect the general economic proposition involved.

Besides preventing the consumption of high-

grade material from outstripping the supply, the development of the veneer trade has also opened the door to the consumption of a vast volume of low-grade and inferior lumber. If veneers were not so generally used, the condition would develop that poor stock would have to be used in making furniture, thus restricting the enjoyment of the possession of pieces made of high-grade lumber to those able to pay largely increased prices for them.

Since the application of veneers to the furniture trade has enabled artistic and beautiful articles to be purchased by nearly everyone, low-grade material has come into use in centers and cores of built-up stock. This has prevented the accumulation of low grades which would have come about had there been no outlet for stock of that description, and has been a real contribution to the problem of reducing waste and increasing utilization. The lumber trade thus owes to the veneer business one of its biggest markets, for the manufacture and consumption of veneers calls for an equal supply of material to be covered, and that, of course, consists of the low-grade stock, which is not in demand otherwise.

Not only is this true, but the business has brought into better standing woods which for a long time were considered of little value. Wormy chestnut, for example, was regarded as almost useless, and though at last the casket makers realized that it would answer the purpose excellently in the manufacture of covered caskets, they were for years almost the sole consumers of note. The increasing importance of the veneer trade as a consumer of lumber made a place for wormy chestnut, however, as it was found to be excellently suited for that purpose. Its chief defect, the worm-holes, proved an advantage in this connection, offering a good ground upon which to spread the glue and making unnecessary the process of rough planing, which had been applied to many materials in order to create the uneven surface desired by many manufacturers of glued-up stock. The veneer trade at present is consuming wormy chestnut in enormous quantities, and by giving a use to this wood has made a big market for it, which would not have existed otherwise.

I have said that the increasing consumption of veneers has aided in preventing a shortage of timber, since, as pointed out, it has made one good log do the work of many. This is really reversing the matter, however, and it would probably be more accurate to say that the increasing scarcity and cost of timber created a need, and therefore a demand for veneers. Once that demand started, however, it developed quickly, and though it has usually had to prove its worth before being adopted it has had a good many advantages on its side and has won out without great difficulty.

It is extremely interesting to recur to former days and note the slow, yet steady growth, of the trade. I suppose that the Singer Sewing Machine Company was the original user of veneered tops, its seven-ply glued-up stock having been in use for thirty years. The other manufacturers of sewing machines were also early in the field in the use of veneered tops.

The idea of making panels for the trade developed gradually, bed panels probably being the first to come into general demand. End panels for dressers and wash stands were then proposed, and the manufacturers, after being convinced of the utility of the glued-up material, began to use them. It took a long time to get into the manufacture of table tops, and by the time that had been accomplished all classes of cabinet work had been invaded.

Interior work, such as doors, followed later, the development of this branch of the trade having been largely in the past fifteen years. The use of veneers in packages has been more recent, except that the veneered barrel has been experimented with for a long time. It has not been used to a great extent, however, on account of the difficulty of getting the typical barrel shape.

There is no reason to believe that the intimate connection between the lumber and veneer trades will be dissolved, since the veneer business is a legitimate and logical outgrowth of conditions in the lumber field. As it becomes more difficult to supply the demand for high-grade material in any line, the obvious solution is to use veneers. That process has been going on in this country for three-quarters of a century, the use of veneers widening in ever-growing circles. The diminishing timber supply has only one meaning—a bigger radius for the circle.

Veneer Notes

The Gathings Furniture Company, Wadesboro, N. C., has recently been incorporated with a capital stock of $100,000.

* * *

The Georgia Veneer & Package Company, manufacturer of fruit and vegetable packages and furniture veneer, Brunswick, Ga., is erecting a veneer factory which it expects to have in operation in a short time.

* * *

The Wright Piano Company, 485 Greenwich street, New York City, is planning the erection of a five-story factory building, 75x90 feet, at Jersey City. Charles W. Wright is president of the company.

* * *

The Penrod Walnut & Veneer Company, Kansas City, Mo., recently sawed an oak log into quartered oak lumber which, according to the annular rings, was 428 years old. The log was 14 feet long and 58 inches in diameter at the top end and grew in Clay county, Missouri.

* * *

The Central Veneer Company of Indianapolis, Ind., recently received its first shipment of mahogany logs, which consists of 30,000 feet of Santo Domingo mahogany. The big slicer has just finished cutting two very fine Circassian logs for the Deco Veneer Company of Indianapolis. The stock was well cut, 1/90 inches thick, and is to be used for interior decoration, etc.

The plant of the Bacon-Underwood Veneer Company of Stockton, Baldwin county, Ala., is rapidly approaching completion. The mill is a two-story structure, 80x125 feet, with steam vats and boiler room adjoining. The engine is on the ground floor, also the log-haul machinery, the cross-cut saw and the dust and waste carrier. The veneer knives and trimmers are on the second floor, which is on the level of the tops of the steaming vats. The greater part of the machinery is located on the ground floor and much of it is now in place. Three dry-kilns are under construction, also a packing and shipping house, all being made of reinforced concrete, each building 100x150 feet. The mill will cut veneers in several thicknesses. Shipments will be made through Mobile.

The plant of the Baton Rouge Veneer Works, just north of Baton Rouge, La., was recently destroyed by fire. The loss is estimated between $40,000 and $50,000, partially insured. H. R. MacLeod, the owner, had been called to Chicago a few days before by the death of his mother, and was notified by wire of the plant's destruction.

At the annual meeting of the Veneer & Lumber Company of Dublin, Ga., which was held recently, the following directors were elected: D. S. Brandon, Geo. J. Schultz, F. H. Robertson, Z. Clark Yewing, Isadore Bashinski, J. M. Finn, Joseph W. Irwin and J. F. Garbutt. F. J. Garbutt was elected president; F. H. Robertson, active vice-president; Geo. J. Schultz, treasurer and general manager, and C. Ray Loving, secretary.

* * *

The Christman Piano Company, the Bronx, New York City, has been incorporated with a capital stock of $150,000. The incorporators are J. Christman and G. J. Christman of New York City, and H. Christman, Middlehope, Orange county, N. Y. The company will engage in the manufacture of pianos, organs, etc.

* * *

The Merrill Veneer Company of Merrill, Wis., has recently secured A. Meyers of Wausau, a practical man in the manufacture of veneer, to assist in drawing the plans and making special arrangements for operating the veneer manufacturing plant. The company is buying a great many logs from farmers, thousands of feet being unloaded every day at the old Gilkey-Anson plant, which was recently purchased by the Merrill Veneer Company.

* * *

For ten years veneer in the manufacture of trunks has been making such progress in competition with lumber that today probably the great majority of the best trunks have bodies and tops of built-up veneer. That is, speaking entirely aside from one conspicuous make of trunk, which, as is well known, is made entirely of veneer and has been extensively advertised and widely sold during the past few years. Veneer first became conspicuous in the trunk trade in the manufac-

its great strength for light weight, it replaces everything else. Then it stock follows, but the use of the more expensive trunks, and today it enters into body work almost as extensively as it entered into tops ten or fifteen years ago.

The Missing Link Adhesive Binder Veneer Company of Chicago, has changed its name to the Adhesive-Binder-Veneer Company.

The furniture and veneering plant of the Empire Parquetry & Veneer Company and the Buffalo Desk & Table Company of Blasdell, N. Y., is for sale. The original cost of the plant was $80,000. Many inquiries have been made in regard to the property, and it is expected that it will soon be sold.

Walt G. Bass of the National Veneer & Lumber Company, Indianapolis, Ind., has recently sold out his interest to the D'Heur & Swain Lumber Company of Seymour, Ind. Mr. Bass left for a trip in the South, where he will look up a number of veneer plants. As yet, however, he is undecided as to what he will do in the future.

Hardwood Record Mail Bag

Seeks Thin Common Plain White Oak

The RECORD has a communication from a leading American hardwood exporting house in which it states that it is open to consider proposals for one-half to a million feet of log run thin plain-sawn white and red oak, No. 2 common and better, with not exceeding 10% to 15% No. 2 common. Thicknesses required are ¼", ½", ⅝", ¾", largely ½" and ⅝". The stock is to be cut and put on sticks and shipped as required. The firm states it would be willing to make reasonable advances to responsible parties as lumber is put in pile.

Those interested in this requisition can have the address by addressing HARDWOOD RECORD. —Editor.

Seeks Car and Dimension Oak

OTTAWA, ONT., March 13.—Editor HARDWOOD RECORD: We are always in the market for white oak dimension stock in all sizes and lengths, also good second and merchantable quality, 1x4 boxes. Would ask you to be good enough to put us in touch with manufacturers who get out this kind of stock, or if you know of anyone, to send in their names to us and sizes of thickest white oak they can supply.

CAMERON & CO., LIMITED.

The above correspondent has been supplied with a list of the leading oak dimension producers. Any others interested in securing a share of this business can write them direct. —Editor.

Wants Persimmon

CHICAGO, March 14.—Editor HARDWOOD RECORD: Can you put us in communication with mills cutting persimmon lumber? We have an order for a car of 3" which we would like to place with someone who can cut it for us.

LUMBER COMPANY.

The above communication is from a leading Chicago hardwood manufacturing and jobbing house, and it has been supplied with the RECORD's list of persimmon producers. Any others interested can have the address by writing this office.—Editor.

Thanks the Editor

PHILADELPHIA, PA., March 17.—Editor HARDWOOD RECORD: I am leaving tomorrow on a trip to Panama, for three weeks and before leaving I want to take this opportunity to thank you for the courtesy shown you [illegible] at an advertising meeting held before the convention of hardwood sales managers in Chicago. I was very glad to meet you personally at that time and trust that any time you are in Philadelphia you will call in and see me.

Our policy, "We will not mix grades," is based primarily on principle, but in addition to that we believe that if every manufacturer of lumber would refuse to mix grades, either with or without the knowledge of his customer, it would do more than anything else towards eliminating the cutting of prices and complaints which are now so frequent in the hardwood trade because of quality.

HARRY R. HUMPHREYS,
Proprietor, Hadentine Lumber Company.

HARDWOOD RECORD is entirely in accord with the moral and common sense principles on which Mr. Humphreys is doing business. The hardwood manufacturers and merchants are fast finding out that outside of the moral and ethical principles involved in delivering to a customer the grades of lumber which he buys, it is a matter of common sense to do business on the level. Off grade and short count have put more lumber houses on the "bum" than anything else.—Editor.

Seeks Three-Ply Veneers

LONDON, E. C., March 11.—Editor HARDWOOD RECORD: We buy considerable quantities of Russian three-ply wood both in its plain state and with veneer of better woods, and we should like to get into touch with some of the American manufacturers. The secretary of the National Association of Manufacturers, New York, has suggested that we mention the matter to you, as possibly some of your subscribers might be interested. If so, we shall be glad to hear from them. ——— Co.

The above correspondent has been supplied with a list of a few of the leading panel manufacturers of the United States. Any others interested in communicating with him can have his address on application at this office.—Editor.

Criticises Red Gum Market Report

PHILIPP, MISS., March 14.—Editor HARDWOOD RECORD: I read in your issue of March 10 under "General Market Conditions" that "red gum is holding its own well, but there is apparently no increase in price," but do not agree with this statement in the face of the fact that we are getting four dollars per thousand more for this wood than we did sixty days ago.

The inference made by the above correspondent is undoubtedly justified, as during the last fortnight especially, it has been possible for those who had dry firsts and seconds red gum, well manufactured, to secure a premium on current list of from three to as high as seven dollars a thousand. Strictly high-class dry firsts and seconds red gum is remarkably scarce, and is commanding any reasonable price the seller asks.—Editor.

Wants Inch Butternut

CHICAGO, March 24.—Editor HARDWOOD RECORD: We are in the market for a carload of 1 4 firsts and seconds butternut. Can you locate this lumber for us?

LUMBER COMPANY.

The above correspondent has been supplied with a list of the leading butternut producers, and anyone who has a car of the above mentioned stock for sale will kindly communicate the information to the RECORD, where it will be placed in the hands of the seeker of this stock.—EDITOR.

In the Market for Magnolia

CHICAGO, March 23.—Editor HARDWOOD RECORD: Can you give us a list of manufacturers of magnolia? We have considerable inquiry for this stock and would like to be able to locate it.—EDITOR.

The writer of the above letter has been supplied with a meager list of magnolia producers on file at this office. It would be a favor to the RECORD if manufacturers of magnolia would communicate their addresses to this office, so that the information can be listed up for the benefit of inquirers for this variety of lumber.—EDITOR.

New Tennessee Concern

Kimball & Copcke is a new concern which recently opened an office and headquarters at Knoxville, Tenn. It is composed of J. Cuyler Kimball and Mr. Copcke. Mr. Kimball has been connected with the Kimball Lumber Company for a number of years, while Mr. Copcke was until recently general manager of the Maryville Lumber Company of Maryville, Tenn. Both gentlemen are well known to the hardwood trade, and with their experience and mill connections the success of the company is assured.

Milwaukee Concern Buys Property

The Tegge Lumber Company of Milwaukee, Wis., recently purchased a large piece of property, 233 feet by 275 feet, at Park street and Sixth avenue, that city, from the Milwaukee Southern Railway, which will be used as an extension to its yard adjoining. Owing to the increased business and the small space at the company's disposal, it has had to make this move to handle the larger trade more satisfactorily.

Change of Sales Headquarters

The Fee-Crayton Hardwood Lumber Company's sales headquarters, which have been located at Little Rock, Ark., have been moved to Dermott, Ark. This change is being made to facilitate quicker correspondence and shipments of lumber from the company's Dermott, Ark., plant. This company is the well-known specialist in plain and quartered white oak, three-eighths to four inches in thickness, and of ash, one to four inches in thickness.

News Miscellany

Monthly Philadelphia Lumbermen's Exchange

The regular monthly meeting of the Lumbermen's Exchange, preceded by the usual luncheon, was held on March 9 with President Franklin A. Smith, Jr., in the chair. Frederick S. Underhill, chairman of the Railroad & Transportation Committee, read a report on the work done by his committee on demurrage claims. The committee had gathered considerable valuable information by which the lumberman was instructed in detail as to the manner data should be filed and presented to the railroads in each complaint, in order to obtain immediate adjustment of said claims, and it was shown that it is up to the consignee to prove the condition of the elements affecting the unloading of cars; the unnecessary bunching of cars, and the non-arrival of cars at railroad yards in the face of the notification sent to consignee of such arrival.

A resolution was passed that a copy of this report be sent to all the members of the exchange.

Charles M. Chestnut, on behalf of the committee appointed by the exchange to attend the yellow pine conference held at the convention of the National Wholesale Lumber Dealers' Association, reported the result of this conference and stated that the matter will now be taken up by the southern yellow pine associations for final adjustment.

A communication was received from F. R. Babcock of Pittsburg, Pa., requesting the Lumbermen's Exchange of Philadelphia to join with other trade associations in the "Pittsburg plan" to restore the government of the city to the people; to prevent graft and corruption, and to secure honest, efficient and economical administration of the city's business. The communication was referred to the Legislative Committee.

The following resolutions were then adopted:

Whereas, We have learned of the death, on March 4, of Captain E. Porter Mason; and

Whereas, Captain Mason was intimately and familiarly known to the membership of the Exchange; and

Whereas, He was always courteous, affable, considerate and just in his official relations with the lumber trade; therefore be it

Resolved, That we record our regret and sorrow at the passing of so excellent a man, and that a minute be made in our records as a testimonial thereto and a copy be sent to his family.

An all wise Providence has removed from our midst Mr. A. W. Von Utassy, whose membership in the Exchange dates back to its early history. Being anxious that his death shall not pass unnoticed by the Exchange:

Resolved, That in the death of Mr. A. W. Von Utassy, the Exchange has lost a valuable member, who was for a long time on the active roll, but who lately had been transferred to the honorary roll.

Resolved, That we deplore this loss and desire to extend to his family our most sincere sympathy.

Resolved, That a copy of these resolutions be sent to his family.

New Orleans Club Elects New Officers

The New Orleans Lumbermen's Club held its regular meeting and annual election at Reno's restaurant on March 14. Campaign Managers Tully and O'Leary both proved themselves to be bad guessers as regards the results of the election. Both claimed that they had everything their own way and that there would be no doubt that their ticket would be the one elected. In spite of these prophecies, both tickets were scratched by the adherents of both the Insurgents and the Regulars, and a number of those on each ticket were elected by practically a unanimous vote.

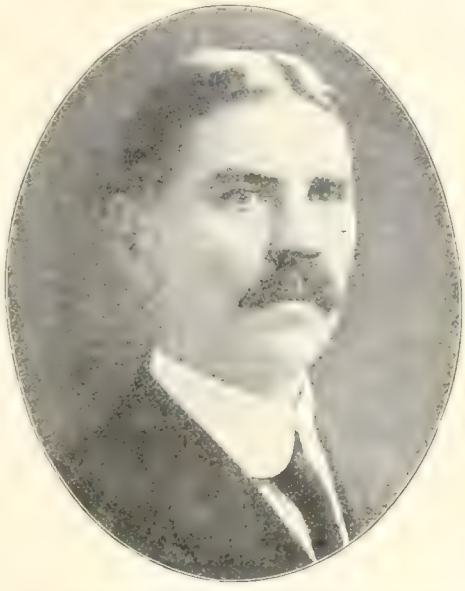
The new list of officers for the club for 1911 is as follows:

President—W. E. Hoshall.
First vice-president—Ludwig Haymann.
Second vice-president—W. P. Barr.
Secretary—L. Palmer.
Treasurer—W. M. Lynch.

The interest created by the campaign managers and candidates in the election is a splendid augury for the success of the club's activities during its second year of existence. The election was carried through with the greatest feeling of good fellowship, and in spite of the energetic campaign which had been carried on by the two campaign managers, there was no evidence of bad feeling at the meeting.

At the close of the election, President Watson, in a brief speech, thanked the members of the club for the co-operation they had given him during the last year, and appointed W. C. Robinson and F. B. O'Leary as a committee to escort the new president, Mr. Hoshall, to the chair.

On taking the chair, Mr. Hoshall made a short talk, thanking the members of the club for the honor they had conferred upon him and requesting that they give him the same amount of co-operation which had been accorded to the



W. E. HOSHALL, PRESIDENT NEW ORLEANS LUMBERMEN'S CLUB

retiring president. At the close of this speech all of the new officers were requested to make short talks, and all of them insisted that during the coming year there must be a greater activity of the membership of the club than had heretofore been evidenced.

Monthly Meeting Chicago Wholesale Lumber Dealers' Association

The regular monthly meeting of the Chicago Wholesale Lumber Dealers' Association was held Tuesday, March 14, at 12:30 p. m., in the Tower room of the Union League Club, there being a fair number in attendance.

After the usual enjoyable luncheon, President Thornton called the meeting to order. Secretary S. C. Bennett then called the roll and read the minutes of the previous meeting, which were approved as presented.

At the request of the president the various standing committees then gave their reports. The president stated that George J. Pope, chairman of the Trade Relations Committee, had resigned, and suggested that F. J. Pike call a special meeting of the members of the committee before April for the purpose of electing a new chairman. At a previous meeting Mr. Pope stated that he expected to be out of the city the greater part of the ensuing year and did not believe he could be of any assistance on the committee and therefore insisted that his resignation be accepted.

The chair announced that the most important subject which would be brought up before the meeting was that of the proposed amalgamation of the three local associations into an organization to be known as the Lumbermen's Association of Chicago. He proceeded to outline the new features in connection with the proposed union, and discussed the copy of the tentative agreement which previously had been mailed to all members of the association.

E. H. Dalbey, chairman of the Railroad Committee, at the suggestion of President Thornton, discoursed on matters pertaining to the contemplated switching arrangements and other matters of transportation. He stated that the railroads had been unable to reach a satisfactory agreement among themselves, as those which have no terminals here are unwilling to pay charges to those which have. The freight lines have asked for a further extension of time until some time in April, when it is believed a satisfactory settlement will be reached by all concerned. The recent decision rendered by the Court of Appeals of St. Louis, Mo., in the case of the Lord & Bushnell Company, Chicago, against the T. & N. O. railroad, was also cited by Mr. Dalbey. The decision recited that where misrouting occurs delivery is made other than specified in the bill of lading and held that transportation lines are accordingly liable. The point was thus established that the shipper has the absolute right to route his car until it reaches its destination as specified in the bill of lading. The speaker pointed out several other cases, including that of the Oregon Lumber Company vs. the Oregon Railroad & Navigation Company in regard to the matter of lumber claims.

A report was given by George D. Griffith of the findings of the board of directors in reference to the inspection department, which provides that this department be done away with on April 1; the main reason being that this department has been steadily running behind in the matter of expenses.

The question of the proposed consolidation was brought up for discussion and action. Several members were called upon by President Thornton to express their views on the matter, among them being J. M. Schultz, D. J. Jeffris, Francis J. Pike, F. B. McMullen and E. E. Skeele, all of whom spoke favorably of the project. A letter was read from G. H. Deeves, which proved to be equally favorable. Finally the matter of amalgamation was put in the form of a motion by H. D. Welch and was seconded by F. J. Hathway, being carried by a unanimous vote.

The meeting then adjourned.

Those present were:

J. D. Attley, J. M. Attley & Co.
S. C. Bennett, Hardwood Mills Lumber Company.
Ben Collins, Jr., Collins Lumber Company.
A. J. Cross, C. L. Cross.
E. H. Dalbey, E. H. Dalbey Lumber Company.
H. B. Darlington, American Lumberman.
P. S. Fletcher, D. S. Pate Lumber Company.
F. R. Gadd, Wisconsin Lumber Company.
A. D. Gillis, Gillis & Co.
George D. Griffith, George D. Griffith & Co.
J. F. Halpin, C. H. Worcester Company.
F. J. Hathway, Hathway Lumber Company.
Fred J. Jeffries, Chicago Car Lumber Company.
F. B. McMullen, Fullerton-Powell Hardwood Lumber Company.
T. D. Phillips, McShane Lumber Company.
F. J. Pike, Pike-Dial Lumber Company.
Mark S. Porter, Frank Porter Lumber Company.
L. P. Ryan, Great Southern Lumber Company.
Carl Save, The McLeod Lumber Company.
J. M. Schultz, Schultz Bros.
C. E. Sine, Potlach Lumber Company.
A. J. Sine, Pacific Lumber Agency.
Edward E. Skeele, Estabrooke-Skeele Lumber Company.
F. B. Stone.
E. A. Thornton, E. A. Thornton Lumber Company.
J. C. Ulrich, Chicago Car Lumber Company.
H. D. Welch, E. A. Thornton Lumber Company.
John S. Wyse, Hardwood Record.

Annual Lumbermen's Club of New York

The annual meeting of the Lumbermen's Club of New York was held at the headquarters Hoffman House hotel, March 18, at which time the following officers were elected for the ensuing year:

President—Waldron Williams, I. T. Williams & Sons.

Vice-president—Henry Cape, 1 Madison avenue.

Treasurer—George M. Stevens, Jr., Stevens Lumber Company.

Secretary—Arthur D. Lane, 1 Madison avenue.

The report of the Board of Governors showed a very satisfactory condition of affairs, with a substantial increase in membership and a very bright outlook for the further development and expansion of the club.

The report of Treasurer George M. Stevens, Jr., was also very satisfactory, showing a working balance in hand of several thousand dollars and an assured income sufficient to assure against all contingencies.

A proposition to reduce non-resident membership from $20 to $10 was lost unanimously.

The re-election of President Waldron Williams, who has labored so faithfully for the benefit of the club, was received with much gratification. After the meeting a smoker and light vaudeville entertainment was tendered by the house committee.



WALDRON WILLIAMS, PRESIDENT NEW YORK LUMBERMEN'S CLUB

Semi-Monthly Memphis Lumbermen's Club

At the regular semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso, March 18, there was an attendance of fifty-nine. James E. Stark, president, was in the chair and the usual luncheon was served. Among the visitors were O. W. Hull, Chicago; E. G. Porter and H. W. Rickerd, Lansing, Mich.; John R. Walker of the Lumbermen's Bureau, Inc., Washington; W. A. Bennett of Bennett & Witte, Cincinnati, and T. J. White, Cincinnati.

It became known that plans were being formulated for the National Hardwood Lumber Association's annual between the 5th and 15th of May. The Lumbermen's Club will be the host on this occasion and proposes to make it one of the best attended in the history of that organization. To this end it has been decided that invitations shall be sent out signed jointly by the Business Men's Club, the Lumbermen's Club and by Mayor E. H. Crump, in order that there may be an attendance which will break all previous records in this respect. It has also been decided to invite President Diggins and Secretary Fish to attend the club's meeting on April 1, when further preliminaries in connection with the annual of the association will be discussed.

There is just a suggestion that there may be a baseball contest pulled off in connection with this annual between the teams representing the lumber interests of Memphis and Cincinnati. These, it will be recalled, played a game at Cincinnati last autumn, in which the Cincinnati aggregation carried off the honors, and it is therefore necessary to play one or two more games to determine which team has the right to the championship of baseball so far as lumberdom is concerned. Memphis now holds that distinction and it is "the one best bet" of Memphis lumbermen that it will continue to cling to the title. A vote of confidence was expressed in Manager John McClure and Captain John Pritchard, who shaped the destinies of the Memphis lumber players last year, and these gentlemen will continue to look after the baseball interests of the club. The latter has agreed to lend the necessary financial support and cooperation.

The date for the hearing of the case at Chicago before the Interstate Commerce Commission, dealing with the proposed advance of ten cents per hundred pounds in rates on lumber shipments from Mississippi river points to Pacific coast terminals, has been fixed for March 30, and the members of the River & Rail Committee of the club who will look after the interests of the latter are ready to present their testimony. Developments between now and the end of March in connection with the bearing of the general rate decision on the transcontinental case are awaited with considerable interest.

W. E. Hyde of the Desha Lumber Company, Arkansas City, Ark., recently presented to the River & Rail Committee a complaint that the tariff on the St. Louis, Iron Mountain & Southern worked a hardship upon firms engaged in interstate commerce who desired to make use of the milling-in-transit rates. The committee assured Mr. Hyde that the subject would be thoroughly investigated, subsequent action depending upon what is disclosed by this investigation.

James E. Bell of the James E. Bell Lumber Company, with headquarters at Louisville, but with a mill at Lambert, Miss., was elected to active membership at this meeting, while the application of E. M. Schulte of the Penrod-Abbott Lumber Company, Brasfield, Ark., was filed with the Membership Committee.

A letter was read from O. Dircks, Union City, Tenn., expressing his high appreciation of the action of the club in making him an honorary member, a report of which appeared in the last issue of the RECORD.

Chairman McClure of the Information Committee stated that it had been decided to have regular forms prepared to facilitate the members of the club in giving the necessary information to the committee to make the latter of service to the club.

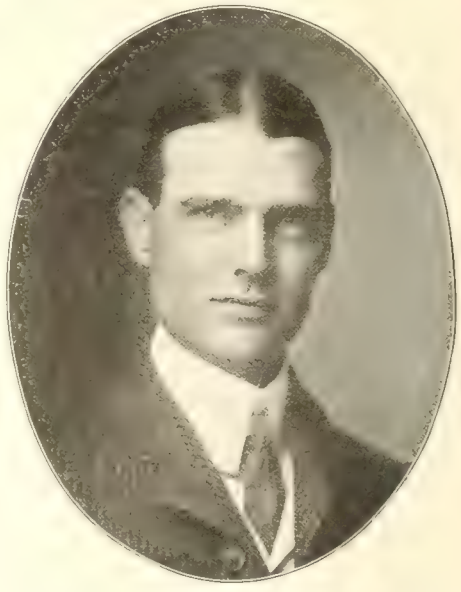
Death of Mrs. George A. Howes

The many friends of George A. Howes of Philadelphia, Pa., extend to him their deepest sympathy in his sad loss of an adored wife. Mr. Howes, accompanied by Mrs. Howes, recently made a pleasant trip to New Orleans, where, combining business with pleasure, he visited the lumber camps. A few days after an enjoyable return trip by steamer Mrs. Howes became dangerously ill and died at her home on March 12. She was well known to most of the members of the Philadelphia Lumbermen's Exchange, as she always attended the autumnal outings and other functions of that organization. She was of charming personality and much beloved by all with whom she came in contact. Besides her husband, she is survived by three daughters and a son. The funeral was attended by a large number of the members of the Lumbermen's Exchange of Philadelphia.

Annual Nashville Lumbermen's Club

At the annual meeting of the Nashville Lumbermen's Club held Tuesday night, March 21, at the Board of Trade rooms, Hamilton Love of Love, Boyd & Co. was elected president for the ensuing year. Charles Morford of the Morford Lumber Company was elected first vice-president; Thomas R. Leseuer of the W. J. Cude Land & Lumber Company, treasurer, and Cecil Ewing of the Southern Lumberman, secretary. The five directors were elected as follows: C. L. McConnell, Nashville Hardwood Flooring Company; Clarence Dews of J. Gibson McIlvain & Co.; W. M. Farriss, Jr., Cherokee Lumber Company; W. J. Wallace, Jr., Norvell & Wallace, and H. A. Batchelor, Jr., Tennessee Oak Flooring Company. There were two tickets running, the "Saps" or "Blues" and the "Reds" or "Selects." The "Reds" went straight down the line with the main offices, but elected only two of the five directors.

Following the election the lumbermen repaired to the grille room of the Bismark hotel, where a delightful supper was served and toasts responded to. The new president, Hamilton Love, did the honors of toastmaster or "roast master," as he proved to be, and he persisted in calling on all those who had never made a speech and couldn't speak to speak anyway.



HAMILTON LOVE, PRESIDENT NASHVILLE LUMBERMEN'S CLUB

This meeting was the second annual since the reorganization which followed close on the death of John B. Ransom.

The Tuesday luncheons at up-town cafes have been quite an innovation with the club. At these "market sessions" are held. Slips are exchanged between members present. Each one indicates what he is "short" or "long" on and they trade across the lunch table that way. Executive Committee meetings are also held at each of these Tuesday luncheons.

Twelfth Annual National Coopers' Association

The twelfth annual convention of the National Coopers' Association was held on March 7, 8 and 9 at the Southern hotel, St. Louis. About one hundred members were in attendance, and J. R. Kelley, of Kansas City, Kan., presided.

Work of standardizing barrel manufacture was gone into on the second day, when a joint session was held with the National Tight Stave Manufacturers. It was decided to allow putting an increased number of staves into the standard barrel. This was done because of the constantly

lessening supply of stave timber, which necessitates the use of a narrower stave.

A new code of specifications for turpentine and oil barrels was adopted, dealing chiefly with the quality of material.

It was the expressed sentiment of many members that the price of barrels ought to be raised because some manufacturers are said to be selling at cost, while the staves are selling at a higher figure. Stave men said they are not getting enough for their product and would be compelled to use their raw material for other purposes if prices are not raised. Barrel men retorted by saying they could not make the consumer pay any more, and so no action on prices was taken.

The following officers were re-elected: J. R. Kelley, Kansas City, president; W. F. Woolfner, Peoria, Ill., vice-president; William J. Murray, St. Paul, Minn., second vice-president; Fred Kober, Pittsburg, Pa., third vice-president; Fred J. Benner, St. Louis, secretary-treasurer.

The next meeting place was at first decided to be at Little Rock, Ark., but this action was reconsidered on a suggestion that Detroit be chosen. It was finally voted that the meeting be held in July, the place to be decided on by a poll of members.

The annual banquet was given on the evening of the second day's session, under the auspices of the Camp Followers' Club, the social organization of the association. About one hundred and fifty members partook of this pleasant affair. E. H. Defebaugh acted as toastmaster. Other speakers were: J. R. Kelley, Kansas City; W. L. Wenford; W. G. Clyde of Pittsburg, vice-president of the Camp Followers' Club, and W. F. Woolfner of Peoria, vice-president of the association.

New Insulated Charcoal Retort

Something new in the way of fuel for suction gas engines is reported from England. It is the retorted wood charcoal, according to a London journal, produced by a new insulated charcoal retort manufactured by a concern in that city. It is their claim that retorted wood charcoal surpasses all others because of the purity of the gas, the absence of tar and clinker, the reliability in maintaining a continuous run, and its effectiveness in quickly starting the engines. Its economy is said to be shown by the fact that only about three-quarters of a pound of retorted charcoal per hour is required as against one and one-quarter pounds of coke per horsepower.

The apparatus is portable and handy and can be placed in the yard near the engine or shop and used with practically no additional cost of labor. It is made in three sizes suitable for engines up to eighteen horsepower, thirty horsepower and fifty horsepower, respectively. When used it should be erected in a position a few inches from the ground to allow air to get under as required. It should be filled with wood, preferably not above six inches in diameter, and placed horizontally. A space from nine inches to twelve inches in diameter should be left, three feet from the top in the center, and this should be filled in with dry wood and chips that will burn easily. After filling, the lid must be put on and secured round the outside with wet clay (and also the side door) to prevent gas escaping. Then all the caps except the middle one should be put on the chimneys. The dry chips should then be lighted down the middle chimney and when it has gotten a good hold—in about fifteen or twenty minutes—the cap should be put about two-thirds on the chimney and the other caps opened to the same extent. When the fumes come out at the bottom, all chimneys should be closed and everything made airtight except the space at the bottom, which should be restricted a little at the wind side by soil or clay, so as to prevent too rapid combustion. The retort is then left to burn itself out.

The makers claim that by the use of this invention the highest caloric value of the wood is retained because the charring is effected at the lowest possible temperature by reason of the lagged jacket of asbestos and the readiness with which the combustion is regulated at every point and the cold excluded.

Prominent Philadelphia Wholesale Lumber Firm

Charles K. Parry, head of the wholesale lumber firm of Charles K. Parry & Co., Philadelphia, Pa., secured his first business experience in the Consolidation National Bank of Philadelphia, after graduating from the Friends' Central High School. After five years of work in the banking business he spent a year with his father, who was engaged in the retail lumber business. Later he formed a partnership with E. P. Slocomb, of E. P. Slocomb & Co., with whom he was associated for five years. In January, 1904, Mr. Parry sold his interest in E. P. Slocomb & Co. to Mr. Slocomb, and shortly thereafter formed the Righter-Parry Lumber Company. In 1909 the present firm of Chas. K. Parry & Co. was formed to sell the stocks of mills with which Mr. Parry had become individually associated.

Mr. Parry inherits a knowledge of the lumber business inasmuch as his father conducted a



CHAS. K. PARRY, CHAS. K. PARRY & CO., PHILADELPHIA, PA.

large retail yard near Hatboro, Pa., for twenty-five years. His great grandfather, Isaac Conard, operated a sawmill where the city of Philadelphia now stands, that section being now known as Kensington. Mr. Conard bought rafts, which were at that time floated down the Delaware River, also sawed locally for people owning timber in the immediate vicinity of Philadelphia, but after operating for about seven years, he gave up the sawmill business to engage in farming.

Mr. Parry is vice-president and controls the output of the Selma Lumber Company at Selma, N. C. This concern has about five thousand acres of timber, most of it short leaf pine, but also containing considerable oak and poplar. He also owns and controls the Clio Lumber Company at Bingham, S. C., cutting largely long leaf pine; also is interested with and controls the output of B. B. Gray at Pine Bloom, Ga., cutting long leaf pine.

Six months ago Mr. Parry, in connection with two large manufacturers in Tennessee, bought the Johnson tract near Pensacola, consisting of about eight thousand acres of spruce and hardwoods. A railroad is being completed into this timber and the mill will be constructed in the spring and summer, and everything ready to ship lumber in the fall. This tract is estimated at 150,000,000 feet and contains some of the finest poplar, oak and basswood, and is probably one of the finest tracts that has been on the market for a long time.

Stock Handled by Floyd-Olmstead Company

The new mill of the White Lumber Company located at White Mills, N. C., has recently been put into operation under the most favorable auspices. It will cut hardwoods, white pine and hemlock. It is a band mill with a daily capacity of 65,000 feet and is pronounced one of the finest equipped in that section. Besides the band mill, there is a resaw, planing mill and a complete line of machinery for the manufacturing of stocks which are desirable for eastern and other trade consumption.

The White Lumber Company also owns seven miles of railway, which is used in getting out its own timber. This road taps the Southern, Norfolk & Western and the C. C. & O. railroads.

The output of this mill is handled by the Floyd-Olmstead Company, whose offices are located in the Bulletin building, Philadelphia. This concern ever since it started in business has been the sole agent of the White Lumber Company's stock. In a very short time there will be a considerable accumulation of stocks on stick and from that time eastern buyers as well as others will have the advantage of selecting from this choice lumber.

The White Lumber Company still continues to operate its plant at Butler, Tenn., cutting practically the same line of woods it is cutting at White Mills. The Floyd-Olmstead Company is also sole agent of this stock.

Enters Wholesale Hardwood Field

The Oliver & Bliss Lumber Company is the name of the new concern which has recently entered the lumber business at Minneapolis, Minn. Its offices are located at 736-738 Lumber Exchange building, and it has back of it gentlemen who are not new to the lumber business of Minneapolis.

Mr. Oliver, senior member of the new company, has been engaged in the hardwood lumber business in Minneapolis for a number of years. Besides hardwood lumber, he has also handled considerable shop pine and is well known to the factory trade of the Twin Cities.

A. S. Bliss has been a resident of Minneapolis for the past five years and, as is well known, has been associated with the Payson Smith Lumber Company during that time. His first experience in the hardwood lumber trade was acquired with John B. Ransom & Co. of Nashville, Tenn.

The Oliver & Bliss Lumber Company will handle northern and southern hardwood lumber, ties, car timber, pine, lumber and lath.

Placed in Bankruptcy

Announcement has recently been made that the Hall & Sisson Lumber Company, with offices at room 707, 217 La Salle street, Chicago, and mills at Annadel and Sunbright, Tenn., has been placed in bankruptcy, Frank McKay, being appointed as receiver. The company has conducted a manufacturing and wholesaling business in oak, poplar and chestnut, making a specialty of southern white pine. It is stated that some of the creditors endeavored to keep the concern out of bankruptcy in order to best conserve the interests of parties concerned, but others stood pat, which resulted in the appointment of the receiver. The liabilities are given at approximately $10,000, with assets estimated at $18,600. However, it is said that the assets are of such a nature that it will be difficult to realize on them with any degree of promptness. Charles G. Hall was president and treasurer and Norman Carroll, vice-president and secretary of the defunct concern.

Change in Address

[illegible] the Chicago [illegible] has changed its system of street numbering in the downtown district, which becomes effective on April 1. The address of Hardwood Record will be changed from 357 Dearborn street to 537 South Dearborn street.

Correspondents will kindly note the change of address. Both Chicago advertisers and subscribers in the district embraced in this change in the numbering system will kindly advise Hardwood Record [illegible] corrections can be made in their address as listed on the subscription list.

Change in Headquarters

The Fenwick Lumber Company, whose general offices have been located in the Bennett building, Wilkesbarre, Pa., and the sales office in the Real Estate Trust building, Philadelphia, Pa., has changed its [illegible] to Fenwick, Nich. [illegible] W. Va. This change has been brought about [illegible] from the fact that the company has cut out its northern timber holdings, and it is deemed wise to locate its office at its principal manufacturing plant at Fenwick. The concern will be represented in the eastern trade as heretofore, but in the future will specialize in West Virgina hardwoods, spruce and hemlock.

Important Decision

Elmer H. Adams, the well-known local lumber attorney, is the author of the following report on the result of a suit between the Wiborg & Hanna Company of Cincinnati, O., and the Chicago Car Lumber Company of Chicago, which has excited considerable interest for some time in the Chicago trade:

The appellate court of this district has just handed down a decision which we believe is of importance to the local lumber interests. The facts briefly stated are as follows:

Wiborg & Hanna Company (whom we shall designate as the shipper) sold to the Chicago Car Lumber Company (whom we shall designate as the buyer) eleven cars of lumber, to be delivered f. o. b. Kensington, Ill.

The sale was by written order, describing the lumber and the grades and the quantity of each [illegible] shipped.

The lumber was sold by the buyer to the Pullman Company, and when the cars arrived in Chicago were turned over by the buyer to the Pullman Company.

When the lumber arrived in Chicago the Pullman Company unloaded it and a portion of the lumber was claimed not to be up to grade and was placed in the rejects, and the buyer refused to pay for the rejects, but did pay for the lumber that was up to grade.

Thereupon the seller commenced suit, contending that inasmuch as the lumber had been [illegible] Chicago and all of it unloaded and part used, this was an acceptance of the entire quantity, and the buyer was obliged to pay the contract price for the entire shipment, regardless of the fact whether it was all up to [illegible] or not.

The appellate court, in passing upon this [illegible] used the following language:

"The questions presented by this record are few and simple. Appellants ordered by letter given quantities of specified grades of lumber at stated prices for the different grades, and they had a right to show, if they could, that some portion of the lumber ordered was not delivered to them. They are not bound to pay at contract price for any lumber sent them which was inferior to the grade ordered.

To maintain its action, appellee was bound to prove that it had complied with the requirements of the contract, and appellants had a right to show, if they could, that some portion of the lumber was of a lower grade than that ordered. Under the circumstances shown, the inspection of the lumber and the acceptance of such as was conceded to be of the grade ordered, did not make appellants liable at the contract price for such of the lumber (if any there was) as was of inferior grade to that ordered.

Whether any portion, and if any, how much of the lumber received was of such inferior grade were clearly questions for the jury."

So that it is no longer a question of law to be decided by the court, that you are required to take all of it, whether it is up to grade or not, but it is a fact for the jury to decide upon to hold you responsible for all that is up to grade according to the contract price, and for the market value of whatever you accept, which is not up to grade.

Hoo-Hoo Death Emergency Fund

The RECORD is in receipt of a letter from J. H. Baird, Supreme Scrivenoter of Hoo-Hoo, in which he states that deaths have come thick and fast in February and March—five in February, as against one in January. The showing for March is still worse, four claims having been paid up to March 14. He states that the payments did not begin until December and several claims paid during that month were on deaths which occurred in October and November and even as far back as September.

The plan upon which this fund was [illegible] and is being administered provides:

"When, by reason of death payments as above provided, the fund in hand shall have been reduced to $2,000, or in the judgment of the Snark and Scrivenoter, is about to be reduced to such sum, another invitation to subscribe to the fund shall be immediately issued to every member of the order. But no renewal of subscription shall be demanded on account of response to first call. Response to all invitations, whether to the establishment or to the successive replenishment of the fund, shall be purely voluntary."

As will be remembered this plan was to become effective when a minimum fund of $6,000 had been subscribed at the rate of $2 for each subscriber. When this amount was reached the members of the fund became possible claimants and the plan was put into effect. On March 14 the total receipts amounted to $7,817.62, while the disbursements up to that time were $3,750 for death claims and $337.38 for printing and postage, thus leaving on hand a balance of only $3,784.24.

Mr. Baird further states that if the present death rate keeps up for even a few weeks, the $2,000 limit will very soon be reached. With this in mind, literature for a "second call" is now being prepared and will undoubtedly be sent out some time in April. According to the terms of the plan, at the expiration of fifteen days after the second call goes out the records will be closed so far as subscribers in response to the first call are concerned, and no subscriber in response to that call, no matter when his subscription is received, will be in line to receive a death payment unless the death occurs prior to the expiration of the fifteen days following the issuance of the "second call."

In trying to make the matter satisfactorily clear to subscribers, Mr. Baird writes as follows:

Subscriptions have continued to come in right along in small volumes, some being received almost every day. If a man's subscription is received today, and the second call is issued, say, April 15, he will be in line to receive payment only if death occurs prior to April 30; in other words, he will be paying $2.00 for an indemnity, so to speak, that extends over only about forty-five days. I suspect there is going to be considerable correspondence coming up to make this clear, and I, therefore, desire that you give the gist of this letter as much space in your paper as you can. In getting out the second call a careful explanation of the plan upon which the fund is established, will be incorporated in an effort to make it just as clear as possible. A point that should be brought out in discussing this is that the man who subscribes now had opportunity to subscribe last August, when the first announcement was sent out, and it is his own fault that he is tardy in coming in, and consequently pays $2.00 for a very short term of insurance. As he has not died, however, he has no real grounds for complaint and a prompt response to the second call will put him in line for indemnity throughout the entire period that will supervene between that call and fifteen days following the date of the issuance of the third call.

It is clear that many men held back on contributing until they could see whether or not the plan would prove a success. This undoubtedly explains the tardiness on the part of many. I believe that responses to the second call will be not only practically unanimous on the part of those who have responded to the first call, but that the responses will come in very promptly.

A Handsome Dry-Kiln Catalog

HARDWOOD RECORD has just received a copy of a new catalog gotten out by the Morton Dry-Kiln Company of Chicago, which forcibly sets forth and handsomely illustrates that company's moist air system of dry-kiln construction. It is one of the finest catalogs along this line we have ever seen and certainly affords excellent reading for those interested in the subject of drying lumber.

Monthly Report N. H. L. A.

The RECORD is in receipt of the following monthly letter and statement from the office of the secretary of the National Hardwood Lumber Association:

CHICAGO, ILL., March 15, 1911.

To the Membership: We are enclosing a statement of the official inspection for February, which shows total amount inspected during the month 6,477,515 feet. Notwithstanding the fact that February, the short month, with legal holidays and weather conditions rendering inspection impossible at many points, gave us only eighteen working days, our salaried inspectors show an increase of 237,000 feet over February, 1910. You should bear in mind that the month of February was crowded full of strenuous politics and experience has shown that such conditions are rarely, if ever, conducive to prosperous business conditions.

The annoying question of proposed railroad freight rate advances has been disposed of during the past month and as the extra session of Congress can hardly be expected to accomplish anything that will disarrange existing conditions to any extent, we believe that further improvement in the hardwood trade will soon be noticed. In view of these conditions the net cost to the association for the maintenance of the inspection service of $761.82, during February, should not be considered excessive.

Since our last month's letter was issued, thirteen new applications have been received, making a total of 112 new members since the Louisville convention.

The Memphis lumbermen have organized their committees on arrangements for the fourteenth annual convention, the dates for which will be announced following the Executive Committee meeting to be held during the present month.

F. A. DIGGINS, President.

F. F. FISH, Secretary.

FEBRUARY STATEMENT

SALARIED INSPECTORS

	Feet inspected.
Frank R. Buck, Chicago, Ill.	240,853
John J. Lorden, Chicago, Ill.	102,807
J. J. Shepard, Chicago, Ill.	183,666
F. P. Southgate, Chicago, Ill.	254,959
W. H. Long, St. Louis, Mo.	296,589
W. E. Robinson, St. Louis, Mo.	668,368
W. T. North, Memphis, Tenn.	148,379
Geo. C. Teetes, Memphis, Tenn.	191,712
C. E. McSmith, New Orleans, La.	144,726
J. L. Benson, Alexandria, La.	245,771
D. E. Buchanan, Cincinnati, O.	298,119
Jos. Waltman, Louisville, Ky.	20,860
C. C. Ferguson, Louisville, Ky.	190,299
Jos. Patterson, New York City.	187,183
J. L. Stewart, Buffalo, N. Y.	221,125
J. J. Miller, Buffalo, N. Y.	202,251
H. F. Thompson, Philadelphia, Pa.	268,509
J. I. Weeks, Pittsburg, Pa.	185,157
H. W. Bowler, Boston, Mass.	245,061
A. G. Langeluttig, Baltimore, Md.	110,175
Thomas A. Hall, Detroit, Mich.	292,599
Ed. Borgeson, Minneapolis, Minn.	266,349
H. A. Hoover, chief inspector	88,693
	5,054,210

FILE INSPECTORS

R. W. Child, Mobile, Ala.	89,237
Geo. R. Dunn, Boston, Mass.	78,709
J. E. Byrns, Escanaba, Mich.	24,748
Chas. Christianson, Manistee, Mich.	394,300
J. S. Coman, Menominee, Mich.	186,768
W. M. Clemens, Thompson, Mich.	88,549
Peterson & Lovell, Manistee, Mich.	9,274
Scott & Rickhoff, Ludington, Mich.	34,431
Walter Tillitson, Grand Rapids, Mich.	425,989
C. M. Sands, Chattanooga, Tenn.	55,144
J. H. Gerlach, Norfolk, Va.	36,156
	1,423,305
	6,477,515

Anti-Boycott Suit Against New York Carpenters

A great deal of interest is manifested in local trade circles in the suit just instituted by the American Anti Boycott Association of New York in behalf of eight of the big western hardwood door and trim manufacturers against the Carpenters' Union and Master Builders of New York City and certain local manufacturers of wood trim in the matter of opening the Metropolitan market on the free basis of trade in those commodities, it being claimed that through certain local rules and regulations the said manufacturers are through boycott and other methods shut out from selling their goods in New York. Following is a resume of the case:

The complaint in the suit sets forth that the petitioners are precluded from carrying on their business in New York by the enforcement of rules formulated by the Carpenters' Union.

The complainants are the Paine Lumber Co., Limited, the Gould Manufacturing Co., the R. McMillen Co. and the Morgan Co., of Oshkosh; the Curtis & Yale Co., of Wausau, Wis.; W. C. Crooks & Son, of Williamsport, Pa., and the Bristol Door & Lumber Co., of Bristol, Va.

As a result of the combination set forth in the papers all wood materials produced by any mill in the United States which harbors any non-union carpenters, except one particular class of materials, it is alleged in the complaint, are effectively kept out of the island of Manhattan. All of the large manufacturing woodworkers in the South, Middle West and even on the Pacific slope are equally affected by this combination and are penalized for running an open shop by being deprived of this valuable metropolitan market.

Very recently the Carpenters' Union, which has a membership of 200,000 and resources and strength of organization unequaled by any other trade organization, it is said, determined to enforce this boycott of non-union trim in the city of Brooklyn as it does on the island of Manhattan. To accomplish this end, it is said, they sent a deputation of delegates from headquarters in Indianapolis to Brooklyn, with full instructions and power to unionize all the woodworking concerns of Brooklyn by interfering with the sale of open-shop products. The delegates, it is alleged, avowed their plans of attacking the woodworking concerns of Brooklyn seriatim and opened their campaign by calling strikes against all jobs using materials from Albro J. Newton Co., of Brooklyn. An injunction obtained in this suit through the efforts of the American Anti-Boycott Association has temporarily prevented the success of this combination and has made it possible for some open shop woodwork to be sold in Brooklyn.

If this suit, which has just been started, covering practically the island of Manhattan and vicinity, is successful, it is believed that these restrictions against the sale of the products of open shop manufacturers will no longer survive. The future conduct of employers and employes in other branches of the building trade, and in fact of every branch of industry, will doubtless be considerably affected by the result of the suit, whichever way it goes.

Particular stress is laid in the complaint on the fact that the first class of defendants mentioned in the suit, the Carpenters' Union, forbids its members under its rules under a penalty of $10 fine, to work upon any wood materials that came from any mill that employs any non-union carpenters. The object of making the numerous builders defendants is to relieve them from the operation of that part of their agreement with the Carpenters' Union which forbids the use of open shop woodwork. Many of these master builders, it is thought, will welcome the institution of a suit of this kind, which promises to free them from the present restrictions in the purchase of their wood materials and to open the market for them to purchase non-union or union materials, according to their excellence or cost.

Canvas Belting

It was recently claimed by an operator of a planing and moulding machinery plant that canvas belts possess a surprising durability. The basis of these conclusions was drawn after twenty years' experience in this work. On a planing machine, 5x12 inches, a 6-inch, 6-ply belt is conceded sufficiently strong. About ten drops of castor oil will immediately prevent the belt from slipping, but resin should by no means be applied, as it will deprive the belt of its nature. The above belt has actually been proven to give fifteen years' steady service. On side spindles 2-inch, 4-ply does excellent work. For top and bottom spindles 3-inch, 4-ply will drive well, and good work may be turned out on both heavy spouting and skirting. However, the life of one of these belts depends upon the operator. For example, should the operator start his machine with a spindle too tight on its bearing, no belt will drive it, as it will slip over the pulley, which will in short order take out the nature of the belt. By having all his belts with but one joint in them, the operator will not only find it a saving on fasteners, but also a general advantage.

The friction pulley does not give results which the fast and loose pulley does. By having the outer bearing on the counter shaft put close to the loose pulley, it receives the waste oil from the bearing.

Miscellaneous Notes

The Schurmeier Wagon Company of St. Paul, Minn., has recently increased its capital stock to $100,000.

A new concern for Stonewall, N. C., is G. M. Mitchell & Son. The concern will manufacture porch columns.

The T. F. Pagel Lumber Company has recently entered the wholesale lumber trade at Milwaukee, Wis.

The Big Creek Lumber Company of Lacedale, Miss., was recently incorporated with a capital stock of $15,000.

The George W. Davis Carriage Company of Richmond, Ind., has recently increased its capital stock to $60,000.

The Mercereau-Hawkins Tie Company of Staunton, Va., was recently incorporated with a capital stock of $100,000.

The Giant Lumber Company of North Wilkesboro, N. C., recently increased its capital stock from $50,000 to $100,000.

A new concern to enter the wholesale hardwood lumber trade at Louisville, Ky., is the Fall City Lumber Company.

The North Bend Lumber Company of Eureka, Cal., was recently incorporated with an authorized capital stock of $125,000.

The McLean County Lumber Company of Bradford, Pa., recently increased its capital stock from $10,000 to $30,000.

The Gabel Davenport Lumber Company of Kansas City, Mo., was recently incorporated with a capital stock of $10,000.

A new incorporation for Harrisburg, Ill., is the Gaskins-Walker Lumber Company, which has an authorized capital stock of $10,000.

A new incorporation from Washington, N. C., is the Pamlico River Lumber Company, which has an authorized capital stock of $25,000.

The Arkansas City Box Company has recently commenced business at Arkansas City, Kan. The new concern will manufacture boxes.

A new concern to enter the trade at Birmingham, Ala., is the Birmingham Saw Mill Company, which has an authorized capitalization of $25,000.

The Lockwood Lumber Company, manufacturer of lumber at Pelahatchee, Rankin county, Miss., has recently increased its capital stock to $300,000.

The Rigby-Morrow Lumber Company is a new concern for Henderson, N. C. It is capitalized at $50,000 and the incorporators are J. C. Morrow, J. A. Fletcher and L. T. Dermid.

The W. C. Barnes Lumber Company of Victoria, Tex., was recently incorporated with a capital stock of $25,000. The incorporators are W. C. Barnes, B. H. Barnes, J. C. Curtis and others.

The Cox Lumber Company of Crystal City, Tex., was recently incorporated with a capital stock of $25,000. Those interested in the concern are Howard B. Cox, R. T. Evans, R. E. Groos.

A charter was recently granted the Leeton Lumber Company of Leeton, Mo. It has a capital stock of $8,000 and its incorporators are John B. James, Perry A. Jones, W. F. Sipes and others.

The Atlantic Lumber & Furniture Company of Lineville, Ala., was recently declared an involuntary bankrupt. E. S. Swift has been appointed receiver by Judge McMillian of Talladega.

The plant of the Gleason Lumber Company, located about six miles west of Conway, Ark., was destroyed by fire March 15. The loss is estimated at approximately $75,000, with but little insurance.

Announcement was recently made of the sale of the hardwood lumber manufacturing plant of the Coleman Lumber Company, Birmingham, Ala., to the Thomas E. Proetz Lumber Company of St. Louis. The deal involved about $18,000.

A new concern to enter the lumber business at Kansas City, Mo., is the Creason-Grayson Lumber Company. It has a capital stock of $35,000 and its incorporators are Luther Creason, M. E. Creason and James Whitehurst.

The plant of the Salem Manufacturing Company, manufacturer of refrigerators and Morris chairs at Salem, N. Y., was recently visited by fire, causing a loss of about $2,000. Repairs will be made at once.

The Charles Harbaugh Lumber Company of Lake Villa, Ill., was recently incorporated with a capital stock of $75,000 to do a general lumber business. The incorporators are Charles Harbaugh, B. F. Tilley and Donald H. McGilvray.

A destructive fire recently visited the plant of William Cameron & Co. of Saron, Tex. The mill portion of the planer and the supply house were destroyed. The loss is estimated at approximately $100,000. The mill will probably be rebuilt.

The plant of the Lake Odessa Lumber Company of Lake Odessa, Mich., was recently taken over by Rosenberg Brothers & Forbes of Grand Rapids. A number of improvements in the equipment will be made, and the output of the works considerably increased.

The entire plant of the Shipman Organ Company of High Point, N. C., was destroyed by fire March 10, entailing a loss of over $50,000. The fire caught from a hot box in the engine room and spread very quickly. The company carried insurance of approximately $28,000.

An addition to the lumber industry at Mitchell, Ind., is the Mitchell-Hosteler Lumber Company. It has a capital stock of $4,500. J. F. and F. C. Mitchell and A. H. Hosteler are the directors of the new concern, which will operate sawmills and deal in lumber.

The Dallas Coffin Company of Dallas, Tex., has increased its capital stock from $50,000 to $150,000, in order to enter the manufacturing business. The company has already purchased its machinery, boilers and equipment, and expects to be ready to manufacture coffins by July 1.

The planing mill and a large stock of lumber in the dry sheds of the United Lumber Company at Ruston, La., were destroyed by fire on the morning of March 6. The fire had its origin from sparks from the furnace. The loss was estimated at $20,000, partially covered by insurance.

The Oster Brothers Furniture Company of Birmingham, Ala., was recently incorporated with a capital stock of $40,000. The officers of the new company are Lawrence Oster, Milwaukee, Wis., president; Philip Oster, vice-president, and Harry Oster, secretary-treasurer, both of Birmingham.

The Osage Handle Company's plant at Eldon, Mo., which was partially destroyed by fire some time in January, has been temporarily rebuilt and is now in operation. In the near future the company is planning to build a plant of much larger capacity as well as making it as nearly fireproof as possible.

The new hardwood plant of the Shipper Brothers Lumber Company, large producer at Ellijay, Ga., is about completed. This new plant will replace the one which was destroyed by fire some time ago. It is equipped throughout with the latest and most modern machinery, and will be one of the best plants of its size in the South.

The double band sawmill and a large quantity of rough and dressed lumber, the property of the Kanor-Whiteman Lumber Company of Caro, Tex., were completely destroyed by fire a short time ago. The planer and other buildings were saved. The loss is estimated at from $75,000 to $100,000 and is practically covered by insurance.

A recent addition to the industry of Newark, N. J., is a large factory for the manufacture of automobile bodies. D. B. Dunham & Sons have let the contract for a five-story building, which is estimated to cost about $65,000. The manufacture of automobile bodies will be this concern's specialty and it is planned to have a large output from the start.

The Pullman Lumber Company is erecting a sawmill in the vicinity of Texarkana, Ark. The company's plant is located at the Red river crossing of the Iron Mountain railroad. The new mill will have a daily capacity of 35,000 feet, and its equipment will be of the highest type obtainable. Cottonwood is the Pullman Lumber Company's specialty.

The Porter Screen Manufacturing Company of Winooski, Vt., recently broke all records in the history of screen door manufacture, so far as regards the output of doors for a single day. In one day of nine and one-half hours the company turned out 3,700 doors. The company uses several carloads of lumber daily, part of which is hardwood and part softwood.

A new concern which recently entered business at Atlanta, Ga., is the George W. Muller Bank Fixture Company, which is capitalized at $400,000, and of which George W. Muller is president. The company is now constructing a plant 487x160 feet of brick and wood, which when finished will include four buildings, boiler and engine room, dry kiln and office, and will cost about $40,000.

A charter was recently filed in the Lake Charles, La., court by the American Lumber Company, with a capital stock of $1,000,000. The domicile of the company will be at Merryville, La., and it purposes to own saw and planing mills, land and lumber, also to manufacture lumber. The officers of the company are J. M. West, president; Sam Park, vice-president, and C. B. Granberry, secretary-treasurer. These officers compose the board of directors.

The Dixie Hardwood Manufacturing Company was recently organized at Montgomery, Ala. The capital stock was $3,000. It will manufacture auto and wagon spokes, handles and cotton mill specialties, such as loom pickers, sticks, etc., out of hickory. The company's plant had been in operation for about eighteen months before the company incorporated. It turned out from one to two thousand picker sticks and one to three thousand spokes per day. The company reports a good trade and plenty of orders booked ahead.

Ward F. Brown of Punxsutawney, Pa., has recently purchased of the Murchison Lumber Company, Burnsville, N. C., for the sum of $300,000, a tract of timber land known as the Murchison boundary. The tract abounds in spruce, balsam, hardwoods, poplar and pulp woods. The Murchison company acquired the tract from the Murchison family of Wilmington, N. C., paying for it $200,000. The Murchison family bought the tract in 1877 for less than $25,000 for the entire piece of property. The sale of the lands at $25 an acre gives an idea of the rapid advance in timber land valuation in North Carolina during the past quarter century.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

The editor is in receipt of a picture-postal from William H. White, the distinguished lumberman of Boyne City, Mich., from Port Antonio, Jamaica, advising that he and Mrs. White and his party of six, which left New Orleans February 15, on a visit to Central America and the West Indies, are having a delightful time. Mr. and Mrs. White with their friends spent a week in the canal zone and pronounce the work very wonderful. Mr. White says Jamaica is a lovely spot for a rest and announces he will leave there for Cuba in a few days, and then they will return home.

M. M. Wall of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., and O. E. Yeager of Buffalo are sojourning at Mt. Clemens, Mich., for a brief period of rest and recreation.

J. D. Lacey of the big timber house of J. D. Lacey & Co., Chicago, is just home from a six weeks' visit to his Pacific coast offices at Seattle and Portland. Mr. Lacey reports renewed interest in Pacific coast timber and that several large and important transactions in these properties are well-nigh consummated.

Wood Beal of the timber house of James D. Lacey & Co., Chicago, is home from a visit to the New Orleans office of the firm and since his return has spent a couple of days at Grand Rapids in the interest of his concern.

A. M. Todd, Chicago representative of the Chas. F. Luehrmann Hardwood Lumber Company, St. Louis, is home from a month's business trip to New York and other eastern commercial centers. Mr. Todd secured some very satisfactory orders while in the East and noted a large and increased demand for red gum in that section.

W. B. Townsend of the Little River Lumber Company, Townsend, Tenn., and of the Clearfield Lumber Company of Morehead, Ky., accompanied by his wife, spent several days in Chicago last week visiting friends. Mr. Townsend is president of the Hardwood Manufacturers' Association of the United States, and he and his wife are on their way home from an extended Pacific coast trip, which covered the last six weeks.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, is busily engaged on the program and other work incident to the forthcoming annual meeting of his association, which takes place at Chicago on Wednesday and Thursday, May 24 and 25.

W. B. Morgan, secretary of the Anderson-Tully Company, Memphis, Tenn., was in the city this week on business connected with his house.

The offices of the big hardwood manufacturing house of George T. Houston & Co. have been moved from the Tribune building to 757 Railway Exchange. The firm's new offices are much handsomer and afford more commodious quarters than the old ones.

R. H. Vansant of Vansant, Kitchen & Co., Ashland, Ky., is at Hot Springs, Ark., taking the baths and a rest from business.

C. L. Faust, president and general manager of the Faust Brothers Lumber Company, Paducah, Ky., was in town several days this week. He reported business very good and the outlook fine. B. M. Wakefield, secretary and treasurer of the same firm, was also a Chicago visitor last week.

One of the guests at the last meeting of the Chicago Hardwood Lumber Exchange was A. C. Steinway of the Hamilton Lumber Company, Silver Creek, Miss. This company is an extensive manufacturer of hardwoods and railroad ties.

C. L. Cross, the cypress man, with headquarters in the Monadnock building, is home from a visit to New Orleans and the various cypress producing houses which he represents. Mr. Cross reports only a moderate amount of business at the present time, but thinks prospects for increased volume of business in cypress are excellent.

Burt Hurd of Hurd Brothers, Buffalo, N. Y., was in town a few days this week calling on the trade.

Herbert Miller of the Hardwood Mills Lumber Company, located in the Monadnock building, is absent from the city on a northern prospecting trip.

Charles Christianson, the well-known lumber inspector of Manistee, Mich., was in town for a few days this week.

Fred L. Nichols, representative of the Shadbolt & Boyd Iron Company, Milwaukee, Wis., large dealer in wagon stock, has just returned from a trip to Texas, and stopped in Chicago for a day or two this week.

W. C. Mansfield, representing Sanford & Treadway of New Haven, Conn., at Menominee, Mich., was in Chicago this week and reports favorably upon market conditions.

Frank Kent of the Seaman-Kent Company, Ltd., Meaford, Ont., was a Chicago visitor this week.

A. F. Anderson, the well-known lumberman of Cadillac, Mich., was a Chicago visitor the middle of the week. On June 1 Mr. Anderson, accompanied by his wife and family, expects to leave for a long sojourn on the Pacific coast.

H. C. Wendell, 183 La Salle street, has recently incorporated the Lumber Manufacturers' Agency of Chicago, in connection with William E. Rafferty and Edward Graff.

W. E. Vogelsang, sales manager of the Turtle Lake Lumber Company, Grand Rapids, Mich., recently stopped in Chicago for a day or two on his way to his company's mills at Winchester, Wis.

R. C. Shultz of the Yawkey-Bissell Lumber Company of Arbor Vitae, Wis., was a recent visitor.

E. H. Spencer of the Escanaba Veneer Company, Escanaba, Mich., was among Chicago's guests during the last few days.

S. F. Chapman of the Biltmore Veneer Company, Biltmore, N. C., has been spending some time in Chicago recently. He reports business on the increase and prospects excellent.

Frank B. Houston of George T. Houston & Co. is in Europe, where he is making an extensive trip involving both business and pleasure. He left Chicago on February 8 and does not expect to return before May 1.

Frank J. Hathway of the Hathway Lumber Company recently started on a southern trip. During his absence he expects to close pending negotiations for the output of a large hardwood mill, the stock of which he will market in Chicago.

T. S. Estabrook and E. E. Skeele of the Estabrook-Skeele Lumber Company, Chicago, have spent considerable time during the last fortnight in looking over northern stocks of hardwoods.

There will be a meeting of the joint Trades Relations Committee of the Chicago Hardwood Lumber Exchange held at the Exchange rooms at 1:30 p. m. on Tuesday, March 28.

NEW YORK

F. D. Langstroth, doing business as F. D. Langstroth & Co., wholesale lumber, 68 Broad street, has been petitioned into bankruptcy by numerous bankers and other creditors who

allege that he is insolvent. Mr. Langstroth was formerly in business in Philadelphia and later was identified with large wholesale interests of this city from whom he withdrew to engage in business on his own account in April, 1908. Schedule of assets and liabilities has not been made.

The local members of Hoo-Hoo under the leadership of James A. Lacey, Tribune building, City, the newly appointed vicegerent snark for the Eastern District of New York, will hold a concatenation on April 8. About fifteen candidates have already been secured and Mr. Lacy is taking hold of the proposition with enthusiasm and vigor.

The Linehan Lumber Company, which recently opened an office at 1 Madison avenue, Manhattan, as eastern representative of Vansant, Kitchen & Co., large hardwood house of Ashland, Ky., is now in good shape for business, which is coming along nicely. In addition to this connection the Linehan Lumber Company will also continue specializing in the hardwood lumber and flooring business both through the local company as well as the Linehan Lumber Company of Pittsburg.

Among the prominent hardwood visitors during the fortnight were Claude Maley, Maley & Wertz, Evansville, Ind.; J. W. Mayhew, W. M. Ritter Lumber Company, Columbus, O.; and F. L. Andrews of the C. E. Andrews Lumber Company, New Bethlehem, Pa.

C. W. Manning, wholesale hardwoods and veneers, 66 Broad street, Manhattan, is on a business trip to North Carolina and other southern states.

D. D. Hartlove, representative of Price & Heald, Baltimore, Md., was a visitor in town during the fortnight. This firm handles domestic and export hardwood and poplar lumber.

The first annual meeting of the Manufacturers' Lumber Company headquarters, 27 William street, organized about a year ago to distribute in this section the lumber products of the Hugh McLean Lumber Company, Buffalo; W. C. Edwards & Co., Ottawa; the Robinson-Edwards Lumber Company, Burlington, Vt.; the Haines Lumber Company, North Tonawanda, N. Y.; Bathurst Lumber Company, Bathurst, N. B., and the Cascapedia Manufacturing & Trading Company, Bonaventure and New Richmond, Que., was held at headquarters on March 14, at which time the officers of last year were re-elected as follows: President, Hon. W. C. Edwards; first vice-president, Hugh McLean; second vice-president, Gordon C. Edwards; secretary, Maurice E. Preisch; assistant secretary, Christopher B. Cox; treasurer and general manager, Van W. Tyler. The company had a very successful year, handling a total of 46,000,000 feet. The only change comprehended for next year is the withdrawal of stocks of the Robinson-Edwards Lumber Company and W. C. Edwards & Co. from the company so far as the Metropolitan District is concerned, but in surrounding territory the products will continue to be distributed by the Manufacturers' Lumber Company.

Among the prominent visitors during the fortnight were A. B. Hammond, Hammond Lumber Company, San Francisco, Cal.; E. R. Babcock of Pittsburg, Pa., president of the National Wholesale Lumber Dealers' Association, who was here going over matters with Secretary Perry; G. F. Eldied, Louisiana Red Cypress Company of New Orleans, La.; John N. Scatcherd, Scatcherd & Sons, Buffalo, N. Y.

PHILADELPHIA

Jerome H. Sheip recently returned from an extensive trip to Florida and Alabama, where he combined business with pleasure. On his return trip he spent considerable time at his cigar box lumber plant at Choctah Point, Mobile, Ala. He reports the plant active, employing one hundred hands, and turning out 60,000 feet of veneered and imitation box lumber a day. He says trading in that branch is brisk, but in the general lumber business there is undeniably a lack of snap.

Robert B. Wheeler of R. B. Wheeler & Co. reports business not up to expectations so far this year. There is a lack of buoyancy in trading, but he is hopeful of a betterment as spring advances.

H. B. France of the Monarch Lumber Company and the Haddock-France Lumber Company reports business fairly good right along, with a decided advance of late. Every indication points to a remunerative year.

Frederick S. Underhill of Wistar, Underhill & Co. says emphatically that the signs are favorable for a good season, and reports a stiffening of prices. R. W. Wistar is visiting the mills in which the firm is interested and will extend his trip to the leading southern lumber districts.

Daniel B. Curll says everything is moving along smoothly, there being nothing to interrupt a healthy trading. He speaks optimistically of the outlook. He recently removed to larger quarters at 1234 Real Estate Trust building, where he will have better facilities for handling increased business.

The W. M. Ritter Lumber Company is complacent over conditions. Reports emanating from its eastern office confirm a quickening in trading, with every prospect of continuation throughout the year. The recent spurt in business is an agreeable reminder of the old prosperous times.

J. C. Tennant, secretary of the Fenwick Lumber Company, reports a steady advance in trading during the last fortnight, and is anticipating a good year's business. Orders are coming in, but unfortunately there is difficulty in getting sufficient dry stock to supply the demand.

Eli B. Hallowell of Eli B. Hallowell & Co. says they have been moving a fair volume of stuff right along, and look for a substantial future business.

George M. Fleck, father of Paul W. Fleck of Fleck & Dunwoody, died at Bala, Pa., on March 15, aged eighty-one years. Mr. Fleck was born in Wurtemburg, Germany, and was employed in the Germany treasury department. He came to America when very young and engaged in a lucrative business in Philadelphia, from which he had been long retired.

J. Frank Torbet, a well-known lumberman, died on March 15 at Jersey Shore, Pa.

Clement W. Hunsicker died on March 12 at Denver, Colo. He was formerly a Philadelphian and for a number of years was associated with his father, Henry A. Hunsicker, in the lumber business here.

It was recently announced that the Baldwin Locomotive Works had secured an order from the Illinois Central Railroad for forty locomotives. It is said the transaction will amount to about $800,000.

The Hale & Kilburn Manufacturing Company has recently undergone a corporate change. A deal was arranged through the banking house of J. P. Morgan & Co. of New York and Edward B. Smith & Co. of this city. The new corporation's capital is placed at $9,500,000, and stock will be issued as follows: $2,000,000 preferred A, 7 per cent, which has been sold at 97; $2,500,000 preferred B, 7 per cent stock, which goes to the old interests in the property, and $5,000,000 common stock, on which it is planned to pay 4 per cent dividends from the start. Besides business, good will and valuable patents, the Hale & Kilburn Manufacturing Company and the controlled Railway Equipment Corporation have plants valued at more than $2,000,000. Henry S. Hale, who has been the active head of the company, will be chairman of the new board.

BUFFALO

Weather conditions in the Adirondacks have been quite unsatisfactory for some time, rendering the handling of lumber a very difficult process. The piles have been covered with several feet of ice and snow, so that spring will have to arrive before the lumber can be moved. Alfred Swanson of the firm of J. M. Briggs & Co. went to that section a few days ago, intending to ship some cherry lumber, but found it in an immovable condition and was obliged to defer his efforts until later in the season.

J. D. McCallum, treasurer of the Hugh McLean Lumber Company, is making a trip of inspection of the company's mills at Memphis, Chattanooga and Birmingham. Hugh McLean is spending a few days in New York.

Hugh A. Stewart, who recently returned from a trip to New York and eastern points, reports the lumber situation in Buffalo as satisfactory as in the East and that trade with I. N. Stewart & Brother is improving.

A. W. Kreinheder of the Standard Hardwood Lumber Company has returned from his visit of two weeks to the mills and yards of the company in Alabama and Tennessee, where business is going on as actively as usual.

J. B. Wall of the Buffalo Hardwood Lumber Company is back from his trip to Mt. Clemens, Mich., much improved in health and ready to sell a large amount of birch and other lumber.

F. W. Vetter states that the buying of hardwood lumber is more or less spasmodic at present, but that sales are about as good as can be expected until there is more spring weather and general business.

O. E. Yeager made some good individual scores at the national bowling tournament, which closed on Saturday, after a very successful run. His yard is doing a fair amount of business in oak and other lumber.

The big door mill of G. Elias & Brother has just installed a 200-horse power gas engine in order to increase its power in a general way and meet the larger demands for finished work.

James N. Scatcherd, the junior member of Scatcherd & Son, is recovering from a serious attack of typhoid fever. Since the death of Manager Hopkins he has given close attention to business and is needed again at the office.

The yard of A. Miller is well stocked with all sorts of good lumber and the report is that where anything is short the demand is light, so that the yard ought to be prety well balanced.

Blakeslee, Perrin & Darling state that trade is fairly satisfactory in hardwoods, particularly in maple and plain oak, in which there is an increasing demand and a continued scarcity of lumber.

The annual election of the Buffalo Lumber Exchange, held on March 11, resulted in the re-election of the officers of the previous year, as follows: M. M. Wall, president; Knowlton Mixer, vice-president; John S. Tyler, secretary and treasurer. Secretary Tyler's report of the transactions of last year shows the receipt of 74,712,000 feet of hardwood lumber by rail, an increase of 193 cars over 1909. The lumber received by lake was mixed white pine, hardwood and hemlock, and amounted to 67,883,000 feet, an increase of 21,920,000 feet over 1909. Hardwood shipments by rail were 62,736,000 feet, an increase of 1,031 cars, leaving in Buffalo yards at the end of the year 57,559,000 feet, an increase of 3,391,500 feet over the previous year. The increasing business done by Buffalo hardwood dealers at mills and yards elsewhere is not figured into the Buffalo transactions.

PITTSBURG

The Aberdeen Lumber Company recently took an order for 2,000,000 feet of railroad material in which oak will figure very largely. President

Woollett of this company has recently secured an output of gum and cottonwood from the company's mill in the Southwest which has a capacity of 12,000 feet a year.

The A. M. Kinney Lumber Company has doubled its office space in the Park building, where it has been located several years. It reports business fair and its big contracting orders keep the company busier than it would like to be until oak rates are better.

A. J. Breitwieser of the Breitwieser-Wilson Lumber Company and other leading Pittsburg lumbermen are talking of forming a lumbermen's lunch club to meet several days a week at the Nixon restaurant in Sixth avenue. It is believed that an attendance of at least fifty can be secured.

The Miller Table Company of West Farmington, O., has decided to liquidate. M. W. Hammon, R. P. Isant and S. C. Iddes of Warren, O., have been named as a liquidating committee. The company's assets are about $50,000 and its liabilities $41,000.

The Furnace Run Saw Mill & Lumber Company is working the furniture and manufacturing trade very hard this month, one of its salesmen being reported in Chicago and another in New York City. General trade, according to President Bell, is slow. The sash and door business is opening up well and interior trim is in great demand.

The Palmer & Semans Lumber Company reports a steady gain in orders over last year. Sales Manager I. F. Balsley spent a week at Buffalo and Rochester recently and found things there but little better than in the Pittsburg district.

The Nicola Lumber Company is selling its full share of lumber from its old stand in the Farmers Bank building. President George W. Nicola believes that a gradual and healthy improvement will be manifested right along in the lumber trade.

The United Lumber Company of Uniontown, Pa., has bought a big tract of timber near Barronsvale, Pa., and will shortly establish a band mill with a capacity of 50,000 feet a day. Its dry-kilns will have a capacity of 5,000,000 feet. The company will build a standard gauge road along Laurel Hill creek to help out in its operations.

G. W. Dawson of Washington, Pa., and other western Pennsylvania capitalists have bought over 4,000 acres of timber land in Pender county, North Carolina, which was owned by William H. Hill of Marianna, Pa. A company known as Scott's Hill Land & Development Company has been formed to run the operation. The officers are W. Marshall, president; Al Robinson, secretary, and Joseph Lytle, treasurer, all of Monongahela City, Pa.

The contract has been awarded for the building of the Point bridge over the Allegheny river, and plans are now being considered by the county commissioners for the erection of another bridge over the Ohio river at McKees Rocks, Pa. A third bridge is proposed over the Monongahela river somewhere between Smithfield and Tenth streets. These bridge jobs will produce a big demand for timbers and heavy stock and in connection with the warehouse improvements which will follow the recent freeing of the Allegheny river bridges, offers much encouragement to wholesale lumber concerns here.

BOSTON

Charles E. White of the C. E. White Lumber Company, Hartford, Conn., with mills in Tennessee, was a recent visitor in the Boston market.

Charles W. Leatherbee of the Leatherbee Company, Boston, has returned from a southern trip.

H. M. Bickford of the H. M. Bickford Company, Boston, has recently returned from a southern trip.

George H. Davenport of the Davenport, Peter Company, Boston, has been spending a few weeks at Hot Springs, Va.

T. J. Christain of Maley & Wertz, Evansville, Ind., was a recent visitor in Boston.

Mr. Shearer of Samuel H. Shearer & Son, dealers in cypress squares, Philadelphia, Pa., has been calling upon the trade in this market.

The office building and lumber sheds being erected in Attleboro, Mass., for C. A. Pullen & Co. are nearly completed. A spur track from the main tracks of the New York, New Haven & Hartford Railroad Company has been put in. The Pullen company was organized some time ago. Mr. Pullen was formerly manager of the W. J. Donnell Lumber Company at Perth Amboy, N. J.

The Bay State Moulding Company, Malden, Mass., has purchased a tract of land and a large factory in that city. The company's business has been growing rapidly and larger quarters were needed.

E. L. Hart of Greensboro, N. C., who was formerly in the lumber business in that place with his father, was a recent visitor in the Boston market.

BALTIMORE

Fisher Sloan, a member of the lumber and milling firm of Geo. F. Sloan & Brother, which has been in business for many years on Light street, was appointed a receiver on application of George F. Sloan. The assets are said to be far in excess of the liabilities, and the receivership is only limited to thirty days. The receivership, according to the common belief, is designed to eliminate some complications in the business, and does not in any sense proceed from financial embarrassments. The firm's operations extend over a large part of the East, and it ranks high in the trade.

From Elkins, W. Va., comes information that the Wilson Lumber Company has purchased from the Logan estate, through C. H. Scott, 12,000 acres of timber land in the Mingo district of Randolph county. The consideration is said to have been not less than $400,000. The Wilson company has also absorbed the Keystone Manufacturing Company, and will continue to do business under its old name. The capital stock has been fixed at $200,000.

The quarterly meeting and dinner of the Baltimore Lumber Exchange were held on the evening of March 6 at the Merchants' Club. As usual the business session preceded the enjoyment of culinary delights. However, the business transacted related merely to the disposal of some changes in the long leaf pine inspection rules proposed at a conference in Washington. Among those present were Thos. M. Vansant and R. McAuslan of the Morgan Mill Work Company; Frank R. Ing of the W. Lewis Rowe Company; W. T. Lawton of Joseph Thomas & Son; George H. Poehlman of L. A. Poehlman & Son; J. G. Creamer, chief inspector, and J. H. Manken, the secretary of the exchange. First Vice-President Theodore Mottu presided, in the absence of President John L. Alcock.

Mr. Hoban, who has charge of the hardwood department of R. K. Hartwell & Co., Keyser building, has gone to Philadelphia to make his headquarters there. He found that he could cover the eastern territory better with Philadelphia as a central point, and expects to be able, under the new arrangement, to get around more frequently to the trade than before.

R. E. Wood, president of the R. E. Wood Lumber Company, returned last week from a trip to eastern Tennessee, where he went to look after various improvements being made by the company. The company is extending its narrow gauge railroad from the operation at Rift, W. Va., and making other arrangements which will facilitate operations.

The Walbrook Mill & Lumber Company, which went into the hands of a receiver some time ago, has declared a dividend of 11 per cent, and it is expected that the creditors will get 8 or 10 per cent more.

CLEVELAND

Francis W. Treadway, attorney, who was appointed a receiver for the Robert H. Jenks Lumber Company of this city a few days ago following the death of Mr. Jenks, reports that he hopes to be able to make a statement of the company's affairs within the next week or two. He is now fully in touch with the company's affairs and is making out a statement to creditors of the concern. While the investigation is under way the company is endeavoring to fill all orders received up to the time of the receivership. Mr. Treadway declares none of the other companies in which Mr. Jenks was interested are involved in the investigation.

The Garford Company, manufacturers of automobiles, Elyria, O., has opened up a large automobile body factory and will be in the market shortly for high-grade poplar for body making. At the present time the company is advertising for a number of hardwood finishers and workers.

The Edgewater Lumber Company of Cleveland is a new concern which was incorporated during the past week with a capital stock of $25,000. The incorporators are A. B. Teachout, D. E. Jackson, D. F. Hatch, L. J. Randall and J. A. Tousley.

The East Jordan Cooperage Company is another new Cleveland concern which will use considerable hardwoods. It has just been incorporated in Cleveland by A. P. Frackie, E. J. Hagen, M. E. Doyle, C. L. Ballasch and M. Moore. The company has an authorized capital stock of $50,000 and will engage in the manufacture of cooperage and other wooden products.

A number of big lumber interests are preparing to make exhibits at the Ideal Home Show to be held in this city in May. The big southern cypress interests will have a display of their wares and several local hardwood concerns are preparing interesting exhibits.

E. H. Carleton of the Mills-Carleton Company is back from a month's vacation in Cuba and Florida, where he enjoyed some fine fishing while resting from business cares.

W. L. McManus of Petosky, Mich., was a visitor to Cleveland lumber offices during the past week.

The Lumber Club had another enjoyable entertainment during the present week and the Entertainment Committee is already preparing a number of outdoor features for the coming summer.

Building operations are now in full swing and if the weather does not interrupt, there promises to be a big movement of lumber in this city in the next two or three months.

COLUMBUS

The Simplex Window Company of Columbus, O., was incorporated with a capital stock of $250,000 to manufacture doors, windows, sash, screens and frames. The incorporators are George B. Donavin, S. S. Sargent, J. Harry Zinn, Joseph M. Izer and David A. Watson.

The Imperial Hoop Company of Bucyrus, O., has resumed operations under the management of J. J. Hewitt, who is superintendent and secretary of a hoop company at Fort Wayne, Ind.

The Dresden Lumber Company of Columbus, O., has been incorporated with a capital stock of $25,000. The incorporators are B. F. Reinnund, Jr., B. B. Reinnund, John H. Eagleson, Joseph P. Eagleson and A. K. Overturf.

The Dixie Lumber Company of Columbus, O., has moved its offices to Marietta, O.

The Buttles Avenue Lumber Company of Columbus, O., has increased its capital stock from $30,000 to $50,000.

At Chillicothe, O., the H. S. Adams Company sustained a heavy loss by fire recently.

Howard M. Rowe, junior member of the firm of Powell & Rowe of Columbus, O., was united in marriage to Miss Ethel Curtis recently. The couple will be at home on West Second avenue after April 1st.

Ben J. Throop of the firm of Martin & Throop returned from a long trip in Cuba early in the month.

The number of building permits in February, according to the monthly report of Building Inspector John G. White, exceeded those of the corresponding month last year by 152 per cent, there being 55 and 191 issued in the two months respectively. The valuation of the buildings erected in February, 1911, amounted to $334,901, while those of February, 1910, amounted to $151,350, an increase of 1.21 per cent.

Edward J. Herrnstein, formerly connected with the Becker Mill Company of Marietta, O., has established business in mill work in Columbus. Offices have been opened on the seventh floor of the Columbus Savings & Trust building.

W. M. Ritter, president of the W. M. Ritter Lumber Company, was called to Hughesville, Pa., last week by the death of his father, Frank Ritter, aged ninety-three. The elder Mr. Ritter was a retired farmer. His death was due to old age.

J. W. Mayhew of the W. M. Ritter Lumber Company was called to the mills in the South on an inspection trip the latter part of the month.

John R. Gobey, president of the John R. Gobey Company, returned March 18 from a two weeks' trip in the South.

The H. D. Brasher Lumber Company of Columbus, O., has enlarged its offices on the seventh floor of the Columbus Savings & Trust Company building by taking in an additional room, at the same time employing Stuart B. Norris as auditor and office manager.

CINCINNATI

Work has begun in earnest on the new plant of the Snook-Veith Lumber Company at St. Bernard. Ground was broken the past week and the work of grading and foundation building is being pushed forward. The spot chosen is an ideal one for a mill and lumber plant, as it is at the junction of three of the great trunk lines. The offices and lumber sheds will be on Carthage pike, one of the leading thoroughfares, and can be reached from the center of the city by the street cars in thirty minutes. The plans embrace a high-grade band mill, with auxiliary machinery for the manufacture of merchantable lumber, to which it is proposed to add a planing mill.

At the March meeting of the Lumbermen's Club the president appointed the Regular Nominating Committee to arrange a ticket for the annual election in May, while an Independent Committee was named from the floor. The committees have sent the results of their work to President Walker, as follows: W. A. Bennett, chairman of the Regulars, presented S. A. Richey for president; Jas. Buckley, first vice-president; Ferd Brenner, second vice-president; Jos. Bolser, secretary; Charles F. Shiels, treasurer. C. F. Korn, chairman of the Independents, presented S. A. Richey, president; W. E. DeLaney, first vice-president; Alex. Schmidt, second vice-president; Joseph Bolser, secretary; W. S. Sterrett, treasurer. G. C. Ault had been named on both tickets for second vice-president, but for business reasons was compelled to decline. The nominee for president on both tickets, Sam A. Richey, is one of the most popular and highly esteemed members of the Lumbermen's Club of Cincinnati, and has been frequently urged for the presidency, always declining. At the urgent request of both committees he was finally induced to serve the club as president. That he will make a most admirable successor to the first "square deal" president, Cliff S. Walker, is freely admitted by all, and in his selection the club has honored itself.

Thos. J. Moffett, head of the Maley, Thompson & Moffett Company, has been selected as a member of the Board of Trustees of the National Wholesale Lumber Dealers' Association. Mr. Moffett has been for years one of the stanchest members of the Lumbermen's Club, and has on three different occasions been chosen as its president. He is a most active and persistent worker for organization, but for a year or more past has been suffering from ill health, which has somewhat interfered with his activities. He is again working to the front in health, in which he is being warmly congratulated by his lumber and business friends, who are legion.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, has returned from the East, where he attended the convention of the National Wholesale Lumber Dealers' Association.

C. M. Clark of the Swann-Day Lumber Company, after a brief visit to the plant of the company at Clay City, Ky., is at the city office in the Second National Bank building.

The Dwight Hinckley Lumber Company has completed its new offices and sheds at the yards in the West End. The dry stock shed is 200 feet long and 39 feet wide, and is sheeted with corrugated galvanized iron and has steel columns. The roof is of asphalt felt. A switch from the Southern Railroad runs through the yard and close up under the eaves of the shed, giving perfect facilities for handling dry stock.

Cincinnati is trying hard to get rid of its unsightly and useless canal, in order that the city may build a handsome boulevard along the route now occupied by the dirty stream. One of the propositions is to change the canal to a barge canal from Lake Erie to the Ohio river, and have the outlet on the west side of the city along Mill creek. This plan, if successful, would be a great boon to the lumber interests of the central West, as barges could be loaded anywhere in the Ohio or Mississippi valleys and taken through the Ohio river, where the nine-foot stage all the year around is assured, up through the canal to the lakes, and through to all water points now open to lake navigation.

Ferd Brenner of the Ferd Brenner Lumber Company is on a visit to the mill plant of the company at Alexandria, La., where he will remain for some time.

L. G. Banning is in the city for a short stay, resting up from his globe-trotting experiences of the past two or three years, during which he visited all sides of this great big globe. Business is fair at the yards, with room for a great deal of improvement.

The Logan-Maphet Lumber Company, the successors of the Roy Lumber Company, are busy stocking the yards at the foot of Bank street with a heavy stock of hardwoods. The Cincinnati yards are a branch of the Knoxville, Tenn., plant. I. M. Asher is in charge of the local offices.

The affairs of the K. & P. Lumber Company, which have been in the United States court for adjustment, are shaping for a settlement. The K. & P. company admitted insolvency and the court appointed appraisers who will report the coming week on the holdings of the company in the Texas plant, and an adjustment of the Sullivan claims will be made. The final result will be that the K. & P. Lumber Company will return to its plant in St. Bernard on its former basis. The office force will be greatly reduced to meet the requirements of the business.

F. Schleyer, sales manager of the K. & P. Lumber Company, has severed his connection with the office at St. Bernard, and is negotiating for another position with one of the down town lumber concerns.

TOLEDO

A peculiar condition pervades the hardwood situation here, according to local hardwood concerns. One large concern says, "We have far more trouble in finding the stuff to sell, than we do in selling it." While there is a fair supply of hardwoods of most all kinds, there is a tendency on the part of holders to boost prices beyond the reach of prospective buyers. This is accounted for by the fact that farmers for some time have been getting such enormous prices for their products that they have concluded that standing timber on their farms should bring correspondingly high prices, with the result that it has been very difficult to buy standing hardwood timber at prices which warrant the handling. Business generally is good, but this feature has had a tendency to dampen the market somewhat, and buying has been done on a lighter scale than it otherwise would have been.

The American Wood Block Company, successors to the American Wheel Company of Delphos, O., has gone into the hands of a receiver. Joseph Roth was named to take charge of the business. It is alleged that notes amounting to $20,000 given to the R. G. Peters Salt & Lumber Company are not genuine. The Commercial Bank of Delphos is one of the principal creditors with a claim of $4,123.11.

The plant of the Gallup-Ruffing Handle Company at Norwalk, O., which was recently burned, entailing a loss of $40,000, will be rebuilt. Local business men subscribed for a block of preferred stock at a low rate as an inducement to get the concern to stay in Norwalk. It manufactures all kind of handles, wood door knobs, wooden rings, etc.

The Toledo Screen Company has secured a deed for all the property of the MacLaren & Sprague Company on St. Clair street, which gives the concern an additional 85,000 square feet of manufacturing and storage space. The company has been in existence since 1897 and has outgrown its quarters. It sells its products direct to the retailer. Charles I. Barnes of the Barnes & Mauk Lumber Company is president of the concern.

An informal meeting was held at the Boody House recently by about twenty members of the American Manufacturers of Slack Cooperage Stock. Business was limited to an informal discussion of matters pertinent to the trade. W. C. Whitney, secretary, said: "The outlook for manufacturers of cooperage products for the present season is quite good and an improvement over last year. While the demand for staves is somewhat off at present, the increase in the demand for headings more than offsets the deficiency, and the hoop demand is normal."

The Frank Spangler Company reports a good trade, with an exceptionally nice export business especially in red gum. "March is ordinarily a little dull," said Frank Spangler, "owing to the fact that the trade buys heavily during the first two months of the year. Furniture concerns report slack business, but building business is looking up in good shape. On the whole, trade may be said to be good."

INDIANAPOLIS

L. G. Buddenbaum has returned from a short vacation at French Lick.

A. D. Reeves, a timber buyer for local veneer companies, died at his home in Knightstown on March 14. He is survived by a widow and one son.

D. C. Van Buskirk, a prominent mahogany dealer of Bluefields, Nicaragua, was a visitor in the city a few days ago. Mr. Van Buskirk formerly lived in Indiana, but had not been in the

state for five years. He will return to Bluefields next month.

Mr. and Mrs. W. L. Morley of Columbus, O., were in the city a few days ago en route to Chicago. Mr. Morley is with the W. M. Ritter Lumber Company.

The City Carriage Works has been organized and incorporated at Fort Wayne, Ind., to manufacture buggies and carriages. John B. Rolape, Charles J. Romary and T. C. Harges are interested in the new concern, which has a capital of $20,000.

The Southern Lumber Company has bought the property occupied by the Hartwig-Kalley Home for the Aged in East Washington street and will erect forty bungalows immediately, at a cost of $100,000, for investment purposes.

The purchase of a large hickory tree is reported by Samuel Elliott, a hardwood buyer of Greensburg. The tree measured seventy-five feet from stump to the first limb and was free of defects. It was seventeen feet and five inches in circumference.

Raymond H. Kintz, Raymond B. Kintz and Victor F. Kintz have organized the Raymond Kintz Lumber Company at Terre Haute to deal in all kinds of lumber. The company has been incorporated with an authorized capitalization of $40,000.

The following lumber companies have purchased lots in the new Mars Hill industrial addition west of the city, at a cost of $400 a lot: La Rue Lumber Company, two; Greer-Wilkinson Lumber Company, two; Capitol Lumber Company, five; Adams-Carr Company, two; Johnson Lumber Company, five; E. H. Eldridge Lumber Company, three; Dynes Lumber Company, five; S. S. Rhodes & Son, three; Burnet-Lewis Lumber Company, five, and H. R. Burnet of the same company, two.

EVANSVILLE

The Evansville Lumbermen's Club held its monthly meeting at the St. George Hotel Tuesday, March 14, with a good attendance. President Bedna Young and Secretary Elmer D. Luhring were both present. An eight course dinner was served previous to the business session. An invitation was extended the various freight agents whose lines enter Evansville to attend the next meeting of the club, which will be held on April 11. The members of the club desire to bring about a closer relation between themselves and the various railroads for their mutual benefit. Secretary Luhring reported that the club is in fine condition, practically every hardwood manufacturer or dealer within a radius of fifty miles now being a member of the organization.

Claude Maley of Maley & Wertz, and T. J. Christian, sales manager for that firm, have just returned from a trip to New York, where they spent some time.

Bedna Young of Young & Cutsinger, and Daniel Wertz of Maley & Wertz went to Edinburg, Ind., last week on business.

Mr. Stimson, a son of J. V. Stimson of Huntingburg, Ind., was in the city last week looking for men to work at their plant at Huntingburg. They are preparing to run a night shift in order to saw up logs they have on hand. Mr. Stimson says they already have enough logs on railroad track to run their mill to September 1.

Building is on a boom in this city just now. Several large store buildings are being completed and in addition Maj. A. C. Rosencranz of the Vulcan Plow Works is planning to build several new flats costing from $20,000 to $25,000. Congressman John W. Boehneis is going to build one to cost $25,000. Lockyear's Business College is now under construction and a large addition will be added to the high school, besides two Carnegie libraries to cost $25,000 each, all of which will use hardwood trim and flooring.

Nathan Thayer of the firm of Thompson, Thayer & McCowen, has just returned from a sojourn at Hot Springs, Ark. He will leave soon for the State of Washington to look after his fruit land.

F. M. Cutsinger of Young & Cutsinger is in the South on business this week.

John A. Thompson, Edinburg, Ind., of Thompson, Thayer & McCowen, is in the city.

MEMPHIS

Weather conditions in this territory during the past fortnight have been more favorable for the production of hardwood lumber and reasonably satisfactory progress has been made in this work. The rainfall has been considerably lighter and this has made it possible to secure a better supply of timber, especially where logs had already been cut and prepared for shipment. However, the log supply is comparatively short and some of the mills which are anxious to run are not able to do so. A head of one of the big manufacturing companies in eastern Arkansas is authority for the statement that most of the strong mills are operating, but that the smaller ones have been practically put out of business by their inability to secure the necessary amount of timber. The same is true of Mississippi and West Tennessee and all together it appears to be a case of the survival of the fittest. Just what bearing this shortage of timber among the smaller mills will have upon the amount of lumber available in the late spring and early summer remains to be seen. So far as local views go, it is the impression that the shortage which is now evident in dry stocks of hardwood lumber must become still more acute.

General business conditions are not regarded as quite so favorable from the standpoint of lumber manufacturers and wholesalers. The situation at Memphis is good and this finds reflection in record breaking bank clearings and extensive building operations. It is also notable that the reports from the railroads operating in the central South show a decided gain in both net and gross earnings as compared with the past two or three years at this time. However, it is pointed out that, taking the country as a whole, there is a great deal of uneasiness over the threatened revision of the tariff by the Democratic party, which is curtailing operations in a number of important directions. Lumbermen here admit that they have not been receiving as many inquiries during the past two weeks as they did up to that time and that they are not booking as many orders as they expected to. The sweeping decision of the Interstate Commerce Commission preventing the railroads from advancing rates in every direction has also affected lumber interests to some extent, because it has made the railroads cut down expenses in some ways and has stopped a great deal of improvement work which would otherwise doubtless have taken place. However, despite the fact that business is rather quiet, there is no pessimism among lumbermen here. They are disposed to look upon the bright side of things, though some of them are free to confess that there will be no extensive business until the last half of the year. So far as prices are concerned, it is stated that some difficulty is experienced in getting full values with the exception of plain oak and red gum. It is further stated that those who are holding for firm prices are doing relatively much less business than those who are showing some disposition to meet the views of buyers.

Excellent progress is being made by the committees which have been appointed by the Business Men's Club to raise the second fund of $50,000 with which to defray the expenses of the publicity campaign being carried on by the Bureau of Publicity and Development, under the auspices of the Business Men's Club. About one-third of the fund has been secured and only a small proportion of the business and professional men of Memphis has been canvassed.

S. B. Anderson, president of the Anderson-Tully Company, and identified with a number of other woodworking enterprises here, has been elected president of the Memphis Automobile Club. This organization has about 400 members and is doing very effective work in the direction of creating favorable conditions for those owning and operating automobiles in this city.

Certain changes have been made in the laws governing the incorporation of foreign companies doing business in Arkansas which will be of decided interest to lumber companies desiring to enter the trade in that state. The principal change has been in the reduction of fees for incorporation. Under the old requirements foreign companies desiring to do business in Arkansas were charged on the basis of so much for each thousand dollars of capital used in that state. Under the new law there is a flat fee of $25 for chartering any company with a capital stock of $10,000 or less and one-tenth of one per cent for each additional ten thousand dollars. Under the old plan a foreign corporation was taxed on its entire capital, regardless of whether or not this was wholly within the state. Under the new plan foreign corporations are asked to pay the above outlined reduced rate only upon the amount of capital stock employed within the state. Increases in capital stock are made on the same basis as that provided for the granting of charters, namely, one-tenth of one per cent for each ten thousand dollars involved.

J. J. Russell has purchased a site at Forrest City, Ark., upon which will be erected a stave factory. The machinery has already been received and is now being installed. Mr. Russell has been at Forrest City for some time and he is authority for the statement that he has secured a large supply of raw material, so that the plant may go forward steadily when the machinery has all been put in position.

George A. Hosmer, agent for the Gund Brewing Company, La Crosse, Wis., has purchased from Moore & Martin a site for a large stave factory at Prescott, Ark. The company owns a large amount of oak timber near Prescott and the factory is being established at that point with a view to converting this into staves. It is estimated that the company will give employment to about forty people.

George A. Booser, president of the Corning Stave & Cooperage Company, has begun the construction of three miles of railway from the mill of the firm at Corning, Ark., to Black river, in order to facilitate the handling of the necessary timber supply thereto. The company has closed a contract with a prominent lumberman at Neelyville, Mo., to furnish it 1,500,000 feet of material every year for five years and the new road will be used for the handling of this. The short line connects with the St. Louis, Iron Mountain & Southern and there is a probability that it may be still further extended in the near future.

The Atlas Hardwood Lumber Company has been granted a charter under the laws of Arkansas. Headquarters are at Edmondson and the company is empowered to manufacture, sell and buy lumber. The capital stock is $100,000. Of this amount $75,000 has been subscribed.

The England & Clear Lake Railroad Company has recently added five miles more of trackage and thus established a line of railway which connects England, Ark., with traffic on the Arkansas river. The road is ten miles long and has become an important factor in the development of the section through which it runs. It was built originally as a logging road but it is serving as a means of transportation for the varied interests of that section. W. J. Locke and E. N. Bixby, both of whom are well-known lumbermen, are the principal stockholders in this line. It is strongly intimated that still further extensions may be made.

The baseball team of the Lumbermen's Club of Memphis has not yet begun practicing but it

will do so at an early date. There has been no change in the personnel of the management and the players will be about the same as last year. Manager McClure and Captain Pritchard, as well as the brilliant players, are not discouraged over last year's developments and are going into 1911 with the determination to win. Advices from Charleston, Miss., indicate that the Lamb-Fish aggregation of ball players are already at work and that they will round into excellent form by the time the weather gets warm. Efforts were made last year to secure a game between the two teams here and at Charleston, but this was impossible. It is understood that a professional coach will be employed by the Lamb-Fish Athletic Club and there is an intimation that this fact may prevent the arrangement of a series of games between the two teams for 1911. The determination of the ball players at Charleston is apparently quite as strong as that of the Memphis players and indications are that the lumber fraternity will make its full contribution to the national pastime during the season of 1911.

NASHVILLE

John W. Love is expected to return to Nashville about the first of the month on business. Together with his entire family, he is making New York his home at this time, the children being in school there, and he having a New York office.

There has been a good tide in the Cumberland river for weeks and many logs have been rafted down from up-river points. Many of these have come to Lieberman, Loveman & O'Brien, John B. Ransom & Co., Inc., and the Standard Lumber & Manufacturing Company. The Davidson, Hicks & Greene Company has 3,000,000 feet of lumber due in the near future.

The Nashville Tie & Cedar Company has finished the installation of its incline at Carthage and is loading with it daily. It has a capacity of about twenty cars a day.

A recent visitor to the city was John Lightbody of Glasgow, Scotland, representing the firm of F. A. Lightbody & Co. of that city. He stopped over here on his way to the west coast, visiting the lumber districts.

A large quantity of valuable timber will be put on the market when the holdings of the Bon Air Coal & Iron Company are sold. Experts have been employed by the Chancery court to investigate the timber interests on the thousands of acres of the company's holdings. Robert Vaughn and E. C. Lewis, receivers, are authorized by the Chancery court to accept bids either for part or on the whole of the timber.

The recent or rather present dry spell, quite unusual as it is for this season of the year, has already been the cause of a number of destructive forest fires. Much damage is reported to growing timber in Humphreys county, a short distance west of Nashville, and also in the hills near Huntsville, Ala.

New management is now in charge of the Edgefield & Nashville Manufacturing Company. Joseph Warren, former general manager, has resigned to devote his entire time to his paint and glass factories. E. Ragland, who comes here from Richmond, Va., will have general supervision of the big woodworking establishment. The officers elected for the ensuing year at a recent meeting of the directorate are: A. H. Robinson, president; L. L. Lenox, first vice-president; E. Ragland, second vice-president and secretary; W. C. Sanders, treasurer. F. Watts and E. A. Hail are new members of the directorate.

BRISTOL

The Bristol Hardwood Company, which was organized some time ago by George E. Davis of Bristol and several persons from Philadelphia, who are interested in the J. S. Kent Company of that city, has put into operation three mills in Virginia and has a fine boundary of hardwood timber.

A large new planing mill is to be erected at Huntington, W. Va., by Isaac T. Mann, C. L. Ritter and others. Mr. Mann is well known in Bristol, while Mr. Ritter is connected with the C. L. Ritter Lumber Company, which has a band mill at Whitewood, Va., the Tug River Lumber Company and other lumber concerns doing business in this region.

Among recent visitors to Bristol were: H. A. MacGruder of Philadelphia, representing the Patton Company; John W. Coles of Philadelphia; R. E. Wood and G. L. Wood of the R. E. Wood Lumber Company, Baltimore, and George McNeiney of Indiana.

J. A. Wilkinson is starting up several of his smaller mills, which have been idle for several weeks on account of the rough winter weather. Mr. Wilkinson is back from a visit to his mills and says he is much encouraged by prospects for the year's business. He expects to see prices move upward in a short time.

F. K. Paxton of the Paxton Lumber Company is back from a trip to the Middle West and says that he believes there are now more signs of substantial improvement in business generally than for a long time. He thinks the lumber business will get its share of the coming prosperity.

W. S. Whiting of the Whiting Manufacturing Company, Philadelphia, is a visitor in Bristol this week en route to his company's band mill near Bristol.

LOUISVILLE

Louisville hardwood dealers expect to entertain officers of the National Hardwood Lumber Association in the near future, an invitation having been extended by the Louisville Hardwood Club to President Diggins, Secretary Fish and members of the Executive Committee to be the guests of the club at one of the weekly dinners at the Seelbach Hotel. They have indicated that they will be in the city in the next few weeks.

Formal acknowledgment of the invitation to hold its 1912 convention in Louisville has been received by the Louisville Hardwood Club from E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, New York. Mr. Perry said that the subject would be taken up later in the year. It is hoped that Louisville will be decided on, as the local hardwood men are anxious to entertain the members of the wholesalers' organization.

The importance of the Louisville market has been recognized by the National Hardwood Lumber Association, which has appointed an assistant to Inspector C. C. Ferguson. Since the association has maintained an inspector in this city so many calls have been made for his services that it was found advisable to give him assistance. Probably more lumber is moving out of the Louisville market, in spite of relatively dull conditions in the trade at this particular time, than in many years.

Van Norman of the local legal firm of Hines & Norman has returned from Washington, where he went to argue the case of the Norman Lumber Company and others against the Louisville & Nashville and other railroads. Mr. Norman showed how the local market is discriminated against by the railroads, and made the point that Louisville has been treated as a consuming market rather than as a distributing market which it essentially is. It is expected that a decision in the cases will be handed down in April.

Louisville lumbermen are preparing to protest against the practice of railroads in this territory, notably the Louisville & Nashville, in the handling of ties. In many cases it has been found that this road charges a prohibitory rate on ties, in order that they may not be shipped off its lines. The Norman Lumber Company has a claim pending against the Louisville & Nashville for an overcharge on a shipment of ties into southern Indiana, to which a lumber rate of 11 cents applied. The company assumed that this would be the rate on ties. Following the shipment, however, the road stated that the rate was 35 cents, which was more than the value of the shipment. Mr. Norman has protested and thus far has received little satisfaction. He is now planning, with the aid of other lumbermen who do a tie business, to appeal to the Interstate Commerce Commission and have the Louisville & Nashville amend its tariffs so that in no case shall a rate on ties be greater than the rate on lumber. Some of the firms affected by the policy of this road have found it necessary to circumvent it by shipping ties into their Louisville yards and then reshipping them over another road to the point of destination.

Owing to the fact that bigger logging tides have been in effect in the Kentucky, Big Sandy, Licking and other Kentucky rivers during the past few months than for many years, logs which were cut four or five years ago have been brought down from the timber districts. It is stated that thousands of logs of this character, which after being cut were found to be inaccessible for ordinary purposes, have been floated out. It is suggested that the manufacture of this timber will result in a big volume of cull lumber being put on the market.

O. L. Wade of W. M. West & Co., Boston, who is the Indianapolis representative of the firm, was in Louisville recently calling on members of the trade.

Veeder B. Paine, the manager of the Mengel Mahogany Logging Company at Axim, Africa, is in California at present. He has been looking at some improved types of logging machinery with reference to adapting them to his work in Africa.

W. P. Brown, the retired head of W. P. Brown & Sons Lumber Company, was in Louisville a few days ago. He is looking and feeling much better and apparently has recovered from the effects of his recent illness.

F. T. Chenault of Mt. Sterling, Ky., has purchased the sawmill of Hughes & Naive at Versailles.

ST. LOUIS

August H. Bush, secretary of the Lumbermen's Exchange of St. Louis, died at Memphis, Tenn., on March 8 from an asthmatic trouble, with which he had been affected for several months. The St. Louis Exchange sent the following telegram to his sister when word was received of Mr. Bush's death:

Mrs. Sig. Harpman, 303 Garland Place, Memphis, Tenn.:

The members of the Exchange learn with deep regret of the death of your brother and its friend, August H. Bush, and extend you its sincere sympathy in your hour of affliction.

LUMBERMEN'S EXCHANGE OF ST. LOUIS.

The regular monthly meeting of the Lumbermen's Club was held on March 14. Dinner was served at the usual hour. No business was transacted, but the meeting was turned over to the Entertainment Committee, which had provided a high-class vaudeville entertainment for the amusement of the members.

After a couple of weeks spent at Hot Springs, Ark., George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, has returned to the city feeling much improved after his short vacation.

William Lothman of the Lothman Cypress Company is in New Orleans on business at the present time and will not return home until the latter part of the month.

The business done the past few weeks by the Charles F. Luehrmann Hardwood Lumber Company has been more than satisfactory and the

Garland has been for many years on the hardwood list.

W. W. Dings of the Garetson-Greason Lumber Company reports that business recently has been more than satisfactory. Nearly all classes of hardwood lumber have been called for and the prospects for the future are most encouraging.

Conditions at the plant of the Fred Heim Lumber Company are quite encouraging and A. W. Ganald says the demand at present is mostly from the building industry.

The Mosberger Lumber Company is doing a most seasonable business in the hardwood line. Jacob Mosberger, the president of the company, feels greatly encouraged at the outlook for the future.

Charles E. Thomas of the Thomas & Proetz Lumber Company has returned from a trip to the new mill of the company at Belzona, Miss. Mr. Thomas says business is improving at this point and that the prospects are exceptionally good for the spring trade.

Thomas Powe of the Powe Lumber Company says the demand for nearly all items in the hardwood trade is good. The company's specialty is wide poplar boards, and these are in fair request.

MILWAUKEE

H. M. Halsted, Milwaukee manager of the Fullerton & Powell Hardwood Lumber Company, has returned from a business trip to Sheboygan and other Wisconsin points.

W. E. Cooper, wholesale lumberman of Milwaukee, with his family, is spending a few weeks in southern California.

Fire destroyed more than 3,000,000 feet of lumber in the yards of the M. Hilty Lumber Company, Milwaukee, last week, entailing a loss of $150,000 and endangering the entire manufacturing district in the Menomonie valley. The origin of the fire is unknown. Officials of the company issued an announcement immediately after the fire in which they stated that they would continue business in the same manner as heretofore. The box factory was in no way impaired by the fire.

The Allis-Chalmers Company of Milwaukee has been awarded the contract for supplying and installing the equipment in the new plant of the Hardwood Products Company at Neenah. Within the next month the plant, one of the largest in the state, will be placed in operation with 200 skilled workmen employed.

The sawmill cities of Wisconsin are opposing the assembly bills, Nos. 401A and 402A now in the state legislature. These measures propose to annul and prohibit the present traffic arrangements between the railroads and many of the lumber companies of the state, as well as to increase the freight rates on logs, pulpwood, bolts, etc.

C. J. Hoppe of Sheboygan, W. W. Perry of Algoma and August F. Brown of Sevastapol are organizing a $20,000 corporation at Sturgeon Bay to engage in the manufacture of berry crates, fruit cases and other wooden utilities. The plant of the Sturgeon Bay Boat Company will be utilized.

The Ben Wood Company of Kenosha has been sold to George Yule, George A. Yule and William A. Yule and a new organization of the company has been effected. The deal is said to have involved $1,500,000. George Yule is president of the new company and other officers include: George A. Yule, secretary-treasurer and general manager; William L. Yule, vice-president, and S. C. Newman, assistant secretary. The business will be conducted under the same firm name.

The Wolf River Company of New London has been making various improvements in its plant, including the installation of individual

The Hardwood Products Company of Iron River has been incorporated with a capital stock of $25,000 by P. J. Savage, M. C. Helmer and F. G. Johnson.

The Interstate Commerce Commission has decided in favor of the A. George Schulz Company, box manufacturing concern of Milwaukee, in its complaint against the Chicago, Milwaukee & St. Paul railroad and orders the road to refund $444 with interest as reparation for an unreasonable charge on one carload of wood pulp cartons from Milwaukee to Spokane, Wash.

P. T. Finnigan has begun the erection of a new sawmill at Davis Spur, near Wausaukee.

The Boyd Lumber Company of Boyd has closed a deal for 12,000,000 feet of timber which will be hauled to Boyd and sawed. Most of the timber is located at Crane.

Frank N. Snell, well-known wholesale lumberman of Milwaukee, has filed a petition in voluntary bankruptcy. Liabilities are scheduled at $53,893.96 and assets are given at $176,547. Of the assets, an aggregate of $121,480 is represented by holdings in stocks and bonds. Of his liabilities, $15,586 are unsecured claims. The first meeting of the creditors will be held in the Milwaukee bankruptcy court on March 27.

David Waugh of Rhinelander has been appointed state lumber inspector of the Seventh district by Governor McGovern.

WAUSAU

Hamilton Roddis of the Roddis Lumber & Veneer Company of Marshfield recently returned from a six weeks' trip to Trinidad, the Barbados, St. Thomas, the Bermudas and the Panama canal. The company recently bought an additional 40-ton locomotive for its Park Falls logging railway.

The newly organized Merrill Veneer Company of Merrill has purchased a site and has the work of building a plant well under way. The company has over a million feet of logs on the ground now. A. Meyer, formerly with the Underwood Veneer Company of Wausau, has been engaged to manage the plant.

The mill of the Bird & Wells Lumber Company at Wausaukee will be closed permanently April 1. The pay roll of this mill amounts to over $10,000 annually.

The Crocker Chair Company will operate its mill in Antigo until July 1. The cut of the mill is entirely hardwood, the greater part being maple.

The Maxwell-Davis Lumber Company of Galesville, Wis., has been incorporated with a capital stock of $30,000. The incorporators are W. J. Maxwell, Benj. W. Davis, J. F. Cance.

The Wright Lumber Company of Merrill has been working eleven crews the past winter near Klinkie. All the logs are being hauled by rail and sawed in the company's new mill, which will be operated day and night for a year.

The Wheeler-Timlin Lumber Company of Wausau has purchased 6,000,000 feet of choice hardwood lumber from the W. H. Rogers Lumber Company of Crandon.

The Brooks & Ross Lumber Company, Schofield, will cut 4,000,000 feet of hardwood this season, besides other woods.

The Wisconsin Furniture Manufacturing Company, whose factory in Neillsville was destroyed by fire, has decided not to rebuild. The village raised a bonus, but could not float a bond issue of $30,000 to insure rebuilding.

A single tree cut in Clark county, Wisconsin, this winter scaled 5,000 feet and sold for $100.

The N. Ludington Lumber Company, Marinette, cut 10,000,000 feet of logs this past winter.

The plant of the newly organized Edgar Veneer Company, Edgar, is nearly completed and will be ready for operation soon. The company has a large supply of logs on hand.

The Stevens Lumber Company of Rhinelander has sold 1,000,000 feet of logs to the Paine Lumber Company of Oshkosh and an equal amount to the Mason & Donaldson Lumber Company of Rhinelander. The company will start its own mill April 1.

SAGINAW VALLEY

The mills on the Lake Huron Shore and on the line of the Detroit & Mackinac railway which extends from Bay City to Cheboygan are large producers of hardwood lumber, a considerable portion of which is handled in the Saginaw valley. During 1910 these mills produced hardwood lumber as follows:

M. D. Olds, Cheboygan, 6,283,000 feet.
Embury-Martin Lumber Company, Cheboygan, 5,600,000 feet.
R. Mitchell, Millersburg, 750,000 feet.
S. F. Derry & Co., Millersburg, 1,500,000 feet.
J. F. Spens & Brother, Rogers, 25,000 feet.
Albert Selke, Hawks, 15,000 feet.
Lobdell-Churchill Manufacturing Company, Onaway, 6,254,891 feet.
Gardner, Peterman & Co., Onaway, 3,400,000 feet.
Loud-Hoeft Lumber Company, Rogers, 1,200,000 feet.
Bolton Saw Mill Company, Bolton, 60,000 feet.
Beck Brewing Company, Alpena, 2,146,000 feet.
F. W. Gilchrist, Alpena, 5,090,567 feet.
Richardson Lumber Company, Alpena, 5,000,000 feet.
Island Mill Company, Alpena, 5,500,000 feet.
Churchill Lumber Company, Alpena, 3,000,000 feet.
Masters & Bowden, Ossineke, 150,000 feet.
Wm. Colby, Hubbard Lake, 100,000 feet.
E. Downie & Son, Alcona, 80,000 feet.
D. McRae, Greenbush, 140,000 feet.
H. M. Loud's Sons Company, AuSable, 4,051,560 feet.
Robinson Lumber Company, Goodar, 2,653,186 feet.
John Kantzler & Son, East Tawas, 400,000 feet.
Matt Jordan, McIvor, 60,000 feet.
John McCready, Twining, 20,000 feet.
Andrew Kent, Omer, 75,000 feet.
Scattering portable mills, 7,500,000 feet.

The Knapp & Scott sawmill at Bay City is shut down a few days to permit the installation of a new battery of boilers.

The exceptional activity in hardwood it is believed will stimulate the output the current year. Prices are much better than a year ago and the demand is such that dry stocks are sold close up to the saw. The winter has been fairly favorable for logging and operators north of Gaylord are still hauling logs on sleighs. A number of small operators are finishing up the season's campaign this month.

The S. L. Eastman Flooring Company of Saginaw has bought 7,000,000 feet of maple of the Kneeland-Bigelow Company of Bay City, the lumber to be cut out this season. For a number of years past the Kneeland-Bigelow Company has manufactured from seven to eight million feet annually for the Eastman concern.

Ross & Wentworth will bring a large quantity of logs down by rail over the Mackinaw division of the Michigan Central to be manufactured here.

The Hanson-Ward Veneer Company is bringing logs from the North. The flooring plant is manufacturing considerable stock for the export trade.

Walter D. Young of W. D. Young & Co. has been taking a well-earned vacation in California. However, the company's immense Bay City plant moves on day and night with unceasing regularity. The plant has had a good winter run.

DETROIT

J. H. P. Smith of the Hardwood Lumber Company, Cincinnati, was in the city on business last week.

Mr. Houton of the Strable Manufacturing Company was in the city the past few days on a business trip.

Allan Brothers have leased one-half of the three acres which for many years they have occupied for lumber yard purposes on Holden avenue, and will occupy the eastern half of the land, facing on Holden and Third avenues.

Over 2,000,000 feet of lumber is being moved from the west end to the east end of the property. A new 600-foot railroad side track is also being constructed for the use of Allan Brothers and the various concerns which are to occupy the land vacated by the lumber yard.

The Dwight Lumber Company reports capacity business at its flooring and interior finish factory. Secretary John Lodge says that the Dwight brand of thin hardwood flooring is in big demand.

R. Baker of the Dymant-Baker Lumber Company of London, Ont., spent several days in Detroit last week on business.

Doemling Brothers, now located in their new factory, 793-99 Illinois street, are very busy turning out architectural woodwork fixtures and special furniture.

GRAND RAPIDS

Quite an improvement is noted in the lumber trade, particularly in building lines. Local furniture manufacturers are threatened with labor troubles next month, hence they are not buying beyond their immediate needs.

The Skillman Lumber Company has moved into larger and handsomer offices on the sixth floor of the Michigan Trust building. Don R. Binns, who has been with Walter Tillitson, national inspector during the past year, is now with the Skillman company. Joseph Hamilton, formerly with the Van Keulen & Winchester Lumber Company and later with the Grand Rapids Showcase Company, succeeded Mr. Binns in Mr. Tillitson's office.

A. L. Dennis of the Dennis Brothers Salt & Lumber Company, who has been taking a short vacation trip to Florida, is expected home soon.

Walter C. Winchester will return in April from a trip to the Jamaicas.

Otis A. Felger, who for many years has been prominently identified with the Hackley-Phelps-Bonnell Company, expects soon to sever his connection with that company, in order to open up wholesale lumber offices here for himself. Mr. Felger has a wide acquaintance in the trade, which in connection with his energy and ability will insure his success.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

Improvement in the Chicago hardwood market has marked the last two weeks and corroborated the belief that the recent weakness would soon give way to healthy, normal conditions. Inquiries are numerous and increase in number steadily as the season advances. While the trade still comes in driblets rather than in quantities, it is believed that it is only a question of time before the market will have regained its usual well-balanced condition.

The demand for red gum is good, being in a better position possibly than all other woods sold in this market. Cottonwood remains good, prices being firm. Maple and birch are moving well. Plain and quarter-sawed red oak is unchanged, but a slight weakness is noted in white oak. Cypress has improved somewhat, but white ash remains as before. Basswood is not up to the standard.

The lower grades in all woods have improved in the last fortnight. In this connection gum and cottonwood are somewhat in the lead.

Poplar in panel stock for the automobile and wagon trade has improved, as has also hickory and ash. Wagon stock is much sought after by users and little effort is required for sales, good prices being the rule.

The flooring trade is a bright spot in the Chicago market. All hardwood flooring is selling well, maple being particularly good. This trade has been good for some time and the inquiries coming in betoken a healthy situation in the months to come. The early coming of spring has been a factor in favor of good conditions in the local trade as well as the favorable weather conditions which have permitted early construction.

Woods in demand by the railroads are in a fair shape. The sale of railroad ties is improving. In this connection, while no startling orders are being placed, there is a steady demand to meet the requirements of wear and tear. The necessity of repairs forces a certain demand at all times. Over and above this, however, there is an increase in demand for railroad material.

NEW YORK

The hardwood market at New York shows good lumber to be in fair call in small quantities and at firm prices. The low-grade market is much more limited and inquiries are subject to more or less competition by reason of more plentiful supplies. As a general rule, however, the hardwood branch of the trade seems to be in the best shape of any. The fact that stocks in the hands of the yards are below normal and those in the hands of the local manufacturing trade very limited is bound to create more or less buying in the wholesale market on any consuming business that develops. To this extent the hardwood market is strong, and while no great activity is looked for, the general relations between supply and demand are such as to give assurances of a fairly firm and satisfactory market.

BUFFALO

The hardwood trade continues quiet, and as it does not depend so much on the building trade as do the softer woods, some dealers think it will not start up much before midsummer. However, many dealers are optimistic enough to look for some improvement in hardwoods very soon.

The chief activity appears to be in maple and plain oak, which continue in good demand. At almost all yards maple is in good request and prices are strong. There is also a good deal of firmness to plain oak. Chestnut is firm in the better grades, although it is not very actively in demand at present in this section. Birch remains firm and not in very plentiful supply. Elm and basswood are quiet. Gum lumber has been selling at higher prices also and though the supply carried locally has not been large the demand is on the increase in various directions, partly due to the fact that gum is becoming better known. Its use for veneer purposes calls for a good deal of stock and doors are being specified locally more often than in the past, while the trade in the East is also growing.

PHILADELPHIA

Although there has been no recognizable advance in hardwood trading during the fortnight, the predictions for 1911 have never been so encouraging as at this time. Locally there are extensive municipal improvements to be made, which are indications that prosperous times are not far off. The consumer of hardwoods has a fair stock on hand for immediate uses and is evidently playing a waiting game, but from the reports coming from mill districts the pile is low and at the first indication of the buyer being in urgent need, especially for dry stock, there will follow naturally a stiffening of values which will necessitate a scampering to get under cover. It is the wise buyer who is now quietly filling up vacant corners.

PITTSBURG

The hardwood situation is improved. The gain is gradual but steady. It is reflected in the higher prices being received for good grades of hardwood and in the wider range of inquiries, especially as relating to export stocks. The call for oak is a feature of the hardwood market. Practically everything in good oak sells freely and in many cases the buyer is taking the initiative. This is true particularly of furniture concerns and users of white oak timbers. The supply of oak has been reduced somewhat the past two weeks owing to the bad roads in the country, which have practically stopped shipment from the mills. Orders have been accumulating right along and sales being made are at prices in advance over those quoted two weeks ago. The yard trade in all kinds of hardwood is improving slowly.

BOSTON

There has not been much new business reported in the hardwood lumber market during the past two weeks. The consensus of opinion is that many buyers who are about ready to operate hesitate about placing orders. Some have not the volume of business to warrant any freedom in buying and others feel uncertain as to prices. At present there is a wide difference in asking prices for some kinds of hardwoods, which always makes an uncertain market. The yard trade has been moderate, but retailers have been slow to replenish their stocks.

Ash is not as firmly held as was reported. There continues to be a demand for birch and the market is growing firmer. Plain oak is selling in fair sized lots with prices steady. The call for quartered oak is not large. Veneers are in more request and the demand is increasing.

BALTIMORE

Reports regarding the hardwood trade are generally encouraging. Stocks have not piled up, and the demand has been sufficiently active not only to prevent accumulations, but to cause some reductions, with the result that the range of prices is higher. Further advances are expected. For some time past the exporters have been showing marked interest, and have sent out numerous requests for quotations. Many of these inquiries are resulting in transactions and the foreign buyers are disposed to pay far greater consideration to quotations of shippers. They have become satisfied, through representative lumbermen who have visited the United States in recent months, that lumber is no longer to be had in such volume or in such quality as years ago, and that the diminishing supply of prime stocks is necessarily causing an advance in prices. Hence the disposition to meet the figures of the shippers, which are based upon the prices they have to pay. The millmen are running practically all the time and have enough calls for their products to give them a feeling of confidence. Furniture factories and other buyers are in the market, and the demand from the large corporations shows an increase.

Perhaps the only really weak feature in the trade is sound wormy chestnut, which shows no improvement, and rules so low that the millmen are unable to realize any profits out of the grade. No. 2 common oak is in very good re-

[illegible] and the quotations have advanced of late. Ash and other woods are also in promising shape. Some unforeseen eventualities may come up to cloud the outlook, of course, but present indications are regarded as very promising.

CLEVELAND

The hardwood market in this vicinity is showing more strength than for some time. Much of this is attributed to the activity in building operations, which is becoming apparent. The demand from the manufacturing trade, however, is said to be quite brisk and some good orders are being filled from that market.

Oak, both quartered and common, is in good demand, though quartered stock seems to be in greater call. Prices are inclined to stiffen somewhat on all grades of oak. There is a good demand for mahogany and other cabinet woods.

COLUMBUS

Trade in most varieties of hardwoods has improved in central Ohio during the past fortnight. There is a good movement of the lower grades as well as the higher grades and on the whole the feeling in lumber circles has improved. Stocks in the hands of dealers are fairly small, and this means that more active buying will take place as soon as the weather becomes settled. One of the best features of the trade is the more general movement of lumber in the rural sections. Roads have been too muddy to haul lumber until recently and farmers were slow in buying.

Prices are strong in every variety and grade. There is no tendency at all to shade quotations and every change which has been announced has been towards higher levels. Manufacturing establishments are buying fairly well under the circumstances, although better things are expected from that source in the near future.

Quartered oak is in good demand. There is also a good demand for plain oak and the volume of business is increasing. Poplar is in fair demand. Chestnut is in fair request at prices unchanged from a fortnight ago. Ash is still slow and prices are weak. Other hardwoods are unchanged.

CINCINNATI

Gradually there seems to be stealing over the hardwood market a feeling of satisfaction. During the past fortnight business has been kept at a fair average as compared with the same time in recent years. Another encouraging feature of the hardwood market is the report that the prices that now prevail are better than those of a year ago. Especially is this true of oak and red gum, which have made surprising advances. There is a strong tendency apparent in the market to boost red gum, owing to its growing scarcity. While the top grades are in fair supply there is evidently a shortage of common and saps. Inquiries for saps indicate that the demand has got away from the supply in this market; while inquiries at the points of production appear to confirm the reported growing scarcity.

There is a very fair movement of oak, both quartered and plain, in the manufacturers' grades. Heavy stock is moving fairly well, with the supply scarcely equal to the demand. The mills in this vicinity report being behind in orders. Ash is moving well for the wagon and carriage trade, while the stocks are reported in good shape to meet the wants of the market; heavy white ash for the wagon trade is scarce. Hickory is in fairly good demand for the wheel, shaft and pole trade, but the stocks are not satisfactory; hickory boards of good lengths are [illegible]

Poplar is growing stronger as the season progresses and confidence is expressed by the poplar men that the demand for wide, clear stock will be normal before many weeks have passed. The feeling grows that the buying for the automobile trade will soon become strong. Wide, clear panel stock is in good demand, as is box boards. Medium grades of poplar are selling well to the furniture and woodworking industries. Low-grade is moving fairly well, with a growing feeling of firmness expressed.

Basswood is steadily improving in demand, with a firmer tone reported to prices. Cottonwood is showing up stronger in this market, with a noticeable inquiry from the consuming manufacturers. The advertising campaign for tupelo is causing an increase in the number of inquiries received. Birch is moving well, with buckeye and other hardwoods. Walnut continues to move fairly well, with a steady improvement noted in the demand from the export trade. Walnut logs are in good demand and command good prices for the export trade for good, sound logs. There is some inquiry for select, straight poplar logs for the export trade. Foreign buying is steadily showing signs of improvement, while the foreign inquiries are more plentiful.

TOLEDO

Most hardwoods in this market are moving readily at good prices. A few manufacturing consumers of hardwoods, notably furniture concerns, have curtailed buying because of a lack of orders. On the other hand, the building demand is unusually pressing and more than makes up the deficiency. High-grade poplar is scarce and prices high, except wide panel suitable for automobile stock, which has been tumbling for some time. Automobile manufacturers have refused to pay the price, which they have deemed exorbitant, and have substituted in a large measure metal bodies and different types which do not require such wide stock. Red gum is rather scarce and the demand is very heavy. The export demand for red gum has been on the increase and this has had a tendency to stiffen prices. The present supply of maple appears to be plentiful and values have shown a tendency toward weakness recently. Log run is to be had in almost any desired quantity. Dimension and dry oak have been ready sellers, the greatest trouble being in getting enough to satisfy the trade. The demand for high-grade birch has dropped off some, but a fair business is still being done. Shortages which were so annoying some months ago are no longer in evidence, there being plenty to fill all orders. Local concerns have done an exceptionally nice business in railway ties recently, the call being largely for mixed oak.

INDIANAPOLIS

Prices are advancing slightly and the demand is quite satisfactory for hardwoods. All grades of oak are especially in demand and poplar is having an excellent sale. The market seems to be fairly well supplied at this time, so that deliveries are being made with reasonable promptness.

The outlook seems to be satisfactory. Building operations are booming. During the first half of March permits aggregated $1,400,000, or about $400,000 more than the aggregate amount of permits for all of March, 1910. There is an unusual amount of large building under way, which naturally creates a good market for hardwoods for interior finish.

EVANSVILLE

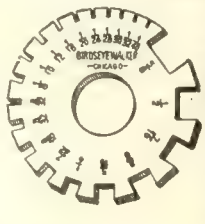
The local hardwood market remains practically the same as regards volume of shipments. However, the demand for certain woods is improving, and taken as a whole, March will be a better month than February. A noticeable improvement in the demand from furniture manufacturers is manifest and but for the fact that collections from this class are still rather slow, trade would be considered about normal.

Building is on the increase just at this time, which is expected to improve the demand for oak. Plain oak and poplar are showing the most improvement. However, quartered oak is holding its own. Thick poplar is especially strong and a little improvement is noted in panel stock. Walnut is in better demand than for some time past.

MEMPHIS

There is a steady business doing in hardwood lumber, but nothing stronger than this can be said in regard to the market. There is considerable inquiry, but the market lacks snap and there is no rush or boom about it. The demand is very satisfactory for red gum, which is commanding about the highest price of the year. Plain oak is also in very good request, and prices are well maintained. The supply of quartered oak is quite large and the demand for this is small, with the result that prices are easier and the tone rather heavy. Ash is in slow request and the demand for cypress is scarcely as active as a short time ago. Sap gum is bringing a little better than the best price of the past year, but this lumber, while increased in activity, has not shown anything like the strength manifested by red gum. Offerings are fairly plentiful. Cottonwood is moving in moderate quantities and the lower grades are being taken care of readily by the box manufacturers, who are doing a satisfactory business. The export demand is reported very good in both red gum and plain oak, and the foreign situation, so far as American hardwoods are concerned, is more encouraging than in this country. The threatened revision of the tariff by the Democratic party, the extra session of Congress, the recent Interstate Commerce Commission ruling on rate matters and other developments are threatening to undermine confidence to some extent and to restrict operations in a number of important directions, with the result that some members of the trade here express the belief that it may be well toward the last half of the year before there is a return to normal conditions. However, there is no pessimism here, and the dis-

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position among members of the trade is rather to maintain prices than to do a large business at the expense of values.

NASHVILLE

The local market is rather quiet now at a time when lumbermen had expected things to be looking up. Inquiries are not numerous and those that are coming in are of a conservative kind. Dealers and buyers are seemingly waiting for something to happen. This may be due to the tariff agitation or the Canadian treaty. At any rate, there is no snap to the market at this time.

Plain oak, chestnut and poplar are scarce and in good demand. Quartered oak is slow, for which it is stated the overproduction is responsible. However, Nashville lumbermen have been cautious in this regard and this point has not been stacked up so heavily with quartered oak as other places in the hardwood belt. Hickory shows a satisfactory tone. Ash is slow.

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BRISTOL

Despite the dullness that prevails in the lumber market, considerable business is being done by local concerns, and throughout this section. While there is little if any advance in prices, local hardwood men expect to see them stiffening up for an advance this spring. However, some lumbermen fear that business is not destined to improve very materially for a few months yet.

There is much activity in manufacturing and April will find many mills in operation that have not been running for several weeks on account of the rough weather. The large mills are about all running full time and are, generally speaking, well supplied with logs.

LOUISVILLE

Business in this market has improved considerably during the past few days, although the situation generally is probably less active than it was this time last month. The shipments of hardwoods from this territory have held up, but the snap which characterized the business a few weeks ago seems to be lacking. Quartered oak is hardly as strong as it was, although poplar, especially the thick grades, is in good demand. The strength of mahogany is one of the features of the situation, prices having advanced considerably of late under the influence of small offerings and an improved demand.

ST. LOUIS

The hardwood market here has been quiet for the past couple of weeks. This condition is due, possibly, to the fact that buyers are not thoroughly convinced that prices are going to advance. However, with a scarcity of dry stock, which is well known by the best informed on conditions, there is nothing in sight but an advance when buying fairly begins. The excellent trade now being done by the box manufacturers as well as the furniture manufacturers will mean an increase in the demand for the lower grades from those sources, especially No. 1 common gum by the furniture people. The demand now is principally for plain oak, cypress and red gum in No. 1 common and better. First and second sap gum, wide poplar, cottonwood box boards, quartered white oak, birch and maple have also been in fair demand. There is a fair amount of business being done in cypress and the prospects are most encouraging for the future. This condition is expected because stocks in the hands of country retailers are low, owing to bad roads caused by the recent rains. Small orders are the rule and are coming in satisfactorily. Inquiries are numerous.

NEW ORLEANS

Hardwoods are moving along normal lines at slightly advanced prices, particularly in the better classes of oak and other woods used in the manufacture of furniture and for factory purposes.

The movement of logs is holding out well, and a good record is being made, with a good prospect for a movement during the summer which, while necessarily small in comparison with the winter months, will be a good one for the season. The usual activity in the stave trade continues, which is perhaps more noticeable in the principal French and Spanish markets.

MILWAUKEE

A question that is causing no little concern in local hardwood circles at the present time is as to whether or not there will be a shortage of stocks before the new cut makes its appearance upon the market. While the demand has not shown phenomenal improvement, dry stocks are so light that it is almost impossible to get stuff in some lines, particularly birch. Basswood will probably make its appearance here next month, but new birch stocks will not be in a fit condition for use before the latter part of May. Both plain and quarter sawed oak is scarce and in good demand. The continued demand from the box factory trade is causing a better tone in low-grade stocks. Prices in birch and oak lines are higher, but otherwise are firm and about unchanged.

The sash and door factories are buying, although not as briskly as dealers and wholesalers might wish for. Stocks on hand at these plants are light, but the manufacturers are buying only enough to meet their present needs. The furniture factories are still in the market for high-grade stuff. The fact that the number of building permits issued during February and up to this date in March is double the number issued last year is taken as a most hopeful sign.

SAGINAW VALLEY

Hardwood lumber manufacturers and dealers are unanimous in the sentiment that business is good. A large quantity of lumber is being distributed by rail, while prices are very firm. Maple, beech and birch are having the call and other woods are moving well. Basswood has been a little sluggish. There isn't enough maple being turned out to care for the trade. The same applies to birch. Elm is also picking up. Manufacturers state that the demand has far exceeded expectations and the year looks good to them from a trade standpoint.

LIVERPOOL

Business has been very quiet here this month, but there are ample signs of reviving trade. An optimistic feeling prevails abroad, and firmer prices are expected before long. The last two mahogany sales have provided striking proof of the firmness of the market generally. All through a tone of quiet strength was observed by buyers and sellers alike, and prices showed a still further advance over the last sale prices. Round hickory logs are a good spot and very high prices are being realized for parcels now landing on the quay. There can be no doubt but that Liverpool is one of the best markets for hickory to be found anywhere, and prices have been high during the past twelve months. Those who may be interested in this wood are advised to send all the wood they have on hand to this market. Round ash is also firm. Second growth logs are much firmer than they have been for some time past, and sales ex quay have been very large. First growth logs, especially where any size is available, are very scarce, and good prices are being realized. Possibly the best spot on this market at present is birch and a big increase in price has been noted for parcels now arriving. Poplar stocks are firm, though there is not much moving at present. Other stocks of a similar nature are moving firmly. An advance is noted in prices for wide cottonwood, especially 18 inch and up stocks. Oak is moving quietly, but as a rule prices are considered as firm as they were some time ago. Planks of wagon and coffin specifications seem to be moving firmly.

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1 car 6/4 & 8/4 log run hickory @..... 22.00

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3 cars 4/4 1s & 2s Plain Sawed White.
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2 cars 5/4 Common Plain Sawed Red.
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4 cars 10/4 Common Plain Sawed White.
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WANTED—BASSWOOD AND CHERRY.

2 cars 4/4 No. 2 common basswood.
5 cars 4/4 No. 2 common cherry.

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Land Title Bldg., Philadelphia, Pa.

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
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Clear maple, beech, birch and white oak turning squares, 1¼x1¼" and 2x2"x15" and longer.

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Special lists of Oak Furniture dimension sizes. Special lists of Maple Handle Squares. Low grade Gum, resawed for boxing. High grade Oak, Poplar and Chestnut.

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500 cars good Black Walnut Logs, 10" and up in diameter. Will inspect at shipping point and pay cash.

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Logs and squares, ⅞" 1s and 2s Poplar, dressed on both sides, and 1" 1s and 2s Quartered White Oak, 10" and up. Will receive at the loading yard.

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4/4 No. 1 and No. 2 Plain Red and White Oak
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Delivery New York city, lighterage limits.

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WANTED—OAK OR ASH SQUARES.

3 cars 1x1, 1¼x1¼ and 2x2, largely 12' long; admitting 5% 8' and 10'. Prompt or future shipment.

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3 and 4 inch White Oak; also mixed Oak also 12x12 Timbers and Piling of all kinds.

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5 cars 2½, 3 and 4" common and better; also 2 cars 2½" No. 2 common, delivered Philadelphia, Pa.

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10 cars 4/4 common & better red & sap gum.
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We will make unusually attractive terms as to the supply of raw material and plant location as an inducement for the erection and operation of a chemical plant and charcoal kiln in western Michigan.

We own there six thousand acres of heavy hardwood timber, mostly maple, which is now being lumbered and will be able to supply annually, 10,000-20,000 cords of chemical and charcoal wood. The total available supply from cuttings is estimated at about 100,000 cords.

Transportation facilities unusually excellent. Address "Owners," care HARDWOOD RECORD

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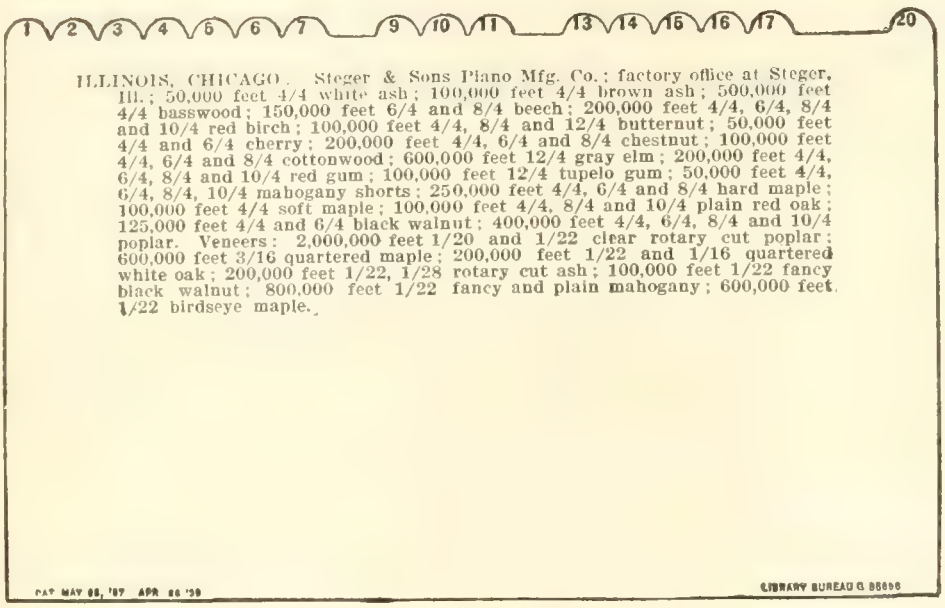
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SPECIMEN INDEX CARD

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town
Name of concern
Name of buyer
Line manufactured
Kinds, grades and thicknesses of lumber
Kinds and sizes of dimension stock
Kinds and thicknesses of veneers
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

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WHY KEEP ON FOOLING WITH SAWS THAT ARE REALLY BACK NUMBERS?

You spend a lot of time selling your lumber.

You watch your manufacturing cost—or think you do.

You buy **expensive** machinery to save **expense.**

And then waste more than all this saving amounts to—

By letting your help use ineffective Cross-Cut Saws.

Your filer prefers this saw or that—and so you buy them.

Don't make any difference to you—if they want them, you buy them and then wonder why the other fellow can produce cheaper than you.

Your filer asks for these saws, because he don't know.

He is honest.

He thinks the other saw is the best and you let him go on wasting your money and his time—simply because—you say—"it don't make any difference" to you.

Why not take the matter in your own hands and satisfy **yourself** that you are getting the best results?

Find out whether your present saws cut as fast and hold their edge as long as ATKINS SILVER STEEL SEGMENT GROUND CROSS CUT SAWS.

Don't let prejudice stand in the way of increasing your men's output.

ATKINS SEGMENT GROUND SILVER STEEL SAWS

Will hold their edge longer than any other, simply because they are made of SILVER STEEL, which is the finest material that has ever been used in saw blades. This saves filing expense and cost of frequent re-gumming, setting and general repair.

SEGMENT GRINDING means something. It is an exclusive patented process that produces the only Cross Cut Saws that are ground on a true taper from the teeth throughout the entire blade to the center of the back. This makes the saw run free and easy and, therefore, cut faster, thus increasing the sawyer's capacity.

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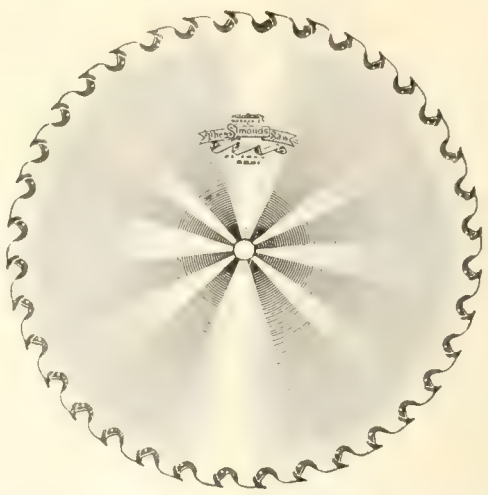
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Guy lines are tightened with steam-driven fraction drums which reduces the time of setting to a minimum, the lines tighten easier and are more easily kept tight.

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is a very economic feature in skidding logs because it requires fewer moves both for the skidder and loader and enables them to do more work at each setting. The

Clyde Steam Skidder

is especially designed for high decking.

Because of this feature it can cover a larger area at each stop (moves earn no money), skidding a maximum of logs parallel and close to track at each point.

This feature not only saves time for the skidder but enables the loader to work faster and with fewer delays.



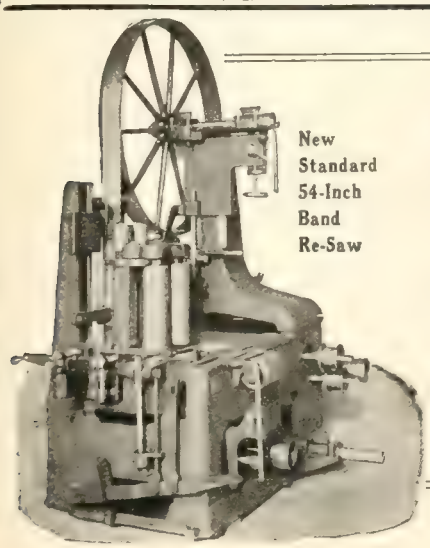
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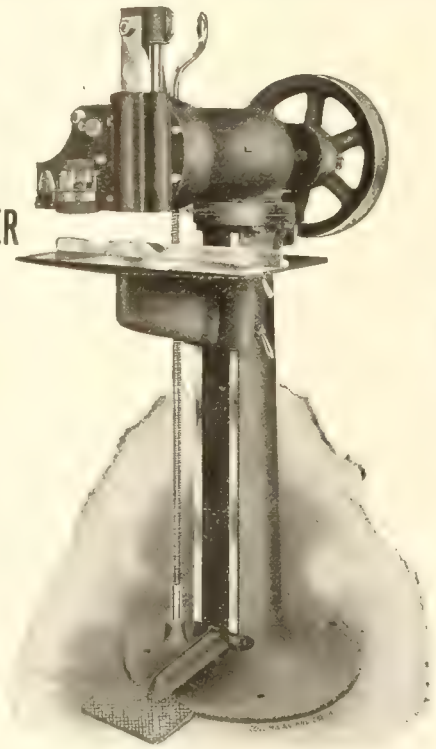
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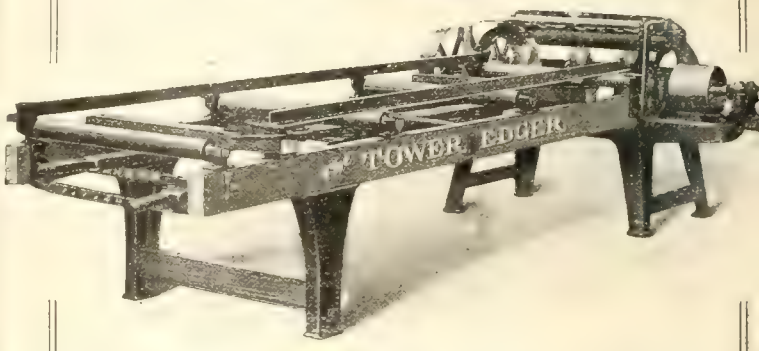
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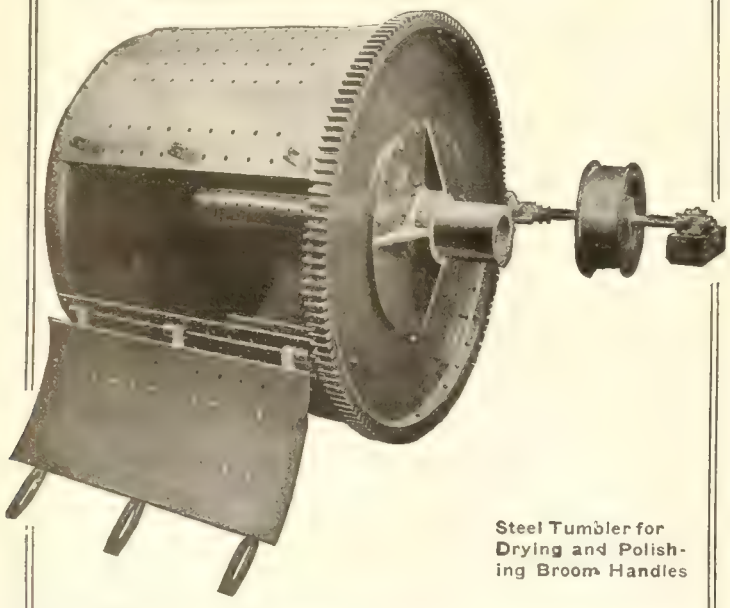
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MANUFACTURER AND WHOLESALER OF

HARDWOODS

Will quote attractive prices on

100,000 ft. 4-4 No. 2 Com. Birch 100,000 ft. 4-4 No. 1 Com. Ash

Band-Sawed Stock. A line brings price by return mail.

WRITE TO-DAY

General Offices JOHNSTOWN, PA.

New York Office No. 18 BROADWAY

COPPES, ZOOK & MUTSCHLER CO.

NAPPANEE, INDIANA

Northern Indiana hard woods, dry, carefully manufactured, large stocks.

IMMEDIATE SHIPMENTS INQUIRIES SOLICITED

Young & Cutsinger

Manufacturers and Wholesalers

OUR SPECIALTY

Finely Figured Quartered Oak

Evansville, Indiana

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at Morehouse, Mo.

Sales Offices Cape Girardeau, Mo.

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

Frank Purcell Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2 1/4 FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

MILLER LUMBER CO.

Marianna, Ark.

Manufacturers of and Dealers in

All Kinds of Hardwood Lumber

BOX SHOOKS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

C. H. L. BECKERS

HARDWOODS

OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE FURNITURE AND CHAIR DIMENSION

Victoria Building ST. LOUIS, MO.

Midland Lumber Company

Manufacturers and Wholesalers of

HARDWOOD LUMBER

506-508 UNION TRUST BUILDING

Parkersburg, W. Va.

The Berlin Resaw Section is a plant in itself

The Berlin plant at Beloit, Wisconsin, covers an area of over 15 acres, and the space set aside for the manufacture of Band Resaws is alone larger than that covered by entire shops where Band Saw parts, made elsewhere, are assembled.

The Berlin Resaw Section is an organization in itself, having its own designing engineers and draftsmen. These men are experts in **ONE LINE**—that of Resaws.

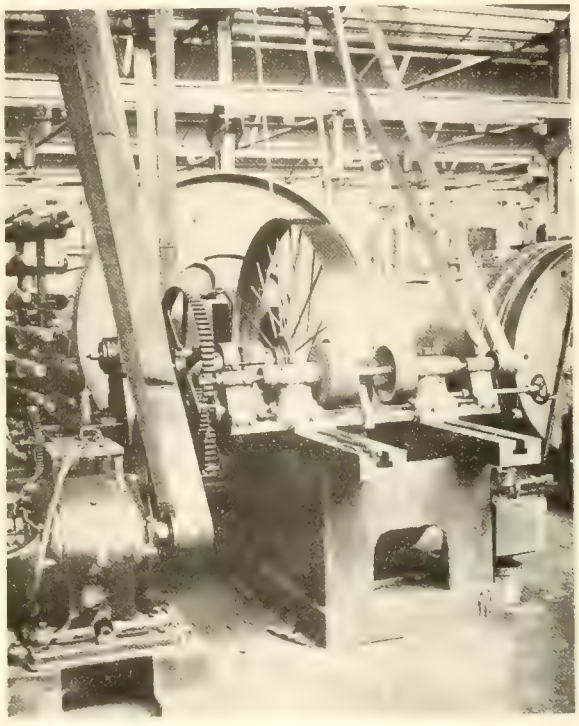
The rapid growth of the Berlin Band Saw business has been a deep compliment from business men to the progressiveness of the Berlin organization. Nothing could have better shown the confidence of Band Saw users.

One thousand Berlin Band Saws of various types and sizes have been sold during the seven years we've been building them.

This wonderful record has never been equalled by any other maker of Band Saws, nor has any of the small resaw assemblers the capacity to turn out so many in that length of time.

The seven years just past have seen the big Berlin plant pushed to fill orders for Band Saws.

In spite of this demand for existing types of Resaws, Berlin engineers have improved Resaw design more, and **MADE MORE ADVANCE IN BAND SAW CONSTRUCTION** than has any other builder of Resaws.



A Portion of the Berlin Resaw Section

The large success of Berlin Resaws is due to the fact that their designing has been in the hands of men who have devoted the best years of their lives to one thing—the perfection of Berlin Resaws.

This fact, together with the progressive and aggressive spirit of the Berlin organization, has given users of 1,000 Berlin Bands the most modern Band Resaw built today.

The Berlin Machine Works were the first to break away from the old types of Resaws built for many years by small shops about the country.

Berlin Band Saw Books show definitely more important improvements used on our Resaws than any other like machine made in this country.



BRANCH OFFICES:
NEW YORK, CHICAGO
BOSTON, NEW ORLEANS
SAN FRANCISCO
NORFOLK, VA.
SPOKANE, SEATTLE

THE BERLIN MA
BELOIT, WISCONSIN

Largest Manufacturers of Wood

A Berlin Band Resaw for every mill and factory

For whatever class of resawing you have to do, there's a Berlin Band to do it. Not only merely to DO the resawing, but to do it better, with less expense and trouble than you could do it otherwise.

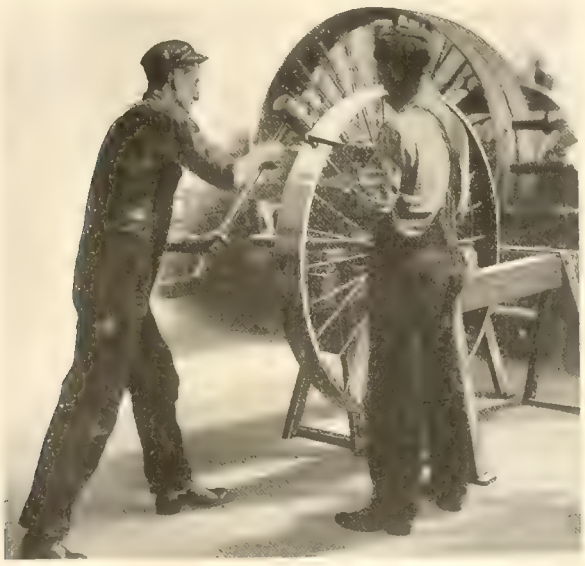
We believe with you, that, to be a profitable machine, a Resaw must be adapted to the special work it is to do. There's a Berlin Band built to do your work better.

No concern is better able to supply you with the Resaw your work requires than are we.

This has become even more true with the advance we have made in Band Resaw design and construction.

Letters have lately come to us showing just how true this is, and the keynote of these letters is: "Running daily, giving perfect satisfaction."

Berlin Planing Mill Resaws are especially popular, and rightly so. Many users tell us that their No. 341 is always busy, with No. 289, a heavier machine, a close second on the heavier work.



A Type of Berlin Resaw Under Construction

No. 341 has come to be recognized as a rattling good Utility Resaw in every section. It is to be found in every class of woodworking mill or factory, and the universal praise it gets tells of the good work it is doing.

The Berlin Band Rip Saws, too, are giving good satisfaction, and since we discarded the frictions on this type of Resaw they are finding even a larger sale than ever before.

Getting rid of frictions on all types has been a strong, forward step in Band Saw construction which buyers recognized quickly.

Other makers still stick to frictions, with results far from satisfactory to operators. Repair bills on this old-time device can be nothing but discouraging to owners.

Berlin Band Saw Books fully describe the Berlin line. You will find in them the reasons for the quick success of the Berlin type of Resaw.

Whether you will install a Resaw this year or next, send for the Band Saw Catalogs. They are free, but full of information of the kind you want.



BRANCH OFFICES
MONTREAL, QUE.
ATLANTA, GA.
MINNEAPOLIS, MINN.
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CHINE WORKS
HAMILTON, CANADA
working Machinery in the World

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

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NEW YORK OFFICE, No. 1 Madison Avenue,
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W.M. RITTER LUMBER CO.

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OAK--MAPLE--BEECH--FLOORING

END MATCHED AND HOLLOW BACKED

POPLAR AND OTHER HARDWOODS, WHITE PINE, HEMLOCK, SOFT YELLOW CYPRESS, ROUGH OR DRESSED

Western Sales Office, 918 Fisher Bldg., CHICAGO, ILL. Eastern Sales Office, 1402 Land Title Bldg., PHILADELPHIA, PA.

Just Off the Press—

¶ Hardwood Record has, just off the press, a hundred-page Correction Sheet of its Bulletin Service, covering the annual Hardwood requirements of wholesale consumers throughout the United States and Canada.

¶ Thousands of buyers have changed their requirements for the year 1911.

¶ This service is indispensable to live sales managers.

¶ Let us tell you how you can have the benefit of this service at small cost.

YELLOW POPLAR LUMBER CO.

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER



ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

BUSINESS IS LOOKING BETTER

Hardwood Record

Sixteenth Year, Semi-Monthly. CHICAGO, APRIL 10, 1911 Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
Cass, West Virginia.

Fifth Ave. Bldg.,
NEW YORK

YOU HAVE NOT TAKEN ALL MEANS TO SUCCEED

UNTIL YOU GRASP THE OPPORTUNITY MADE POSSIBLE BY "TRADE" MUTUAL INSURANCE

Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
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QUARTER SAWED OAK cut from logs which naturally have the figure in them, and manufactured on a Modern High-Grade Band Mill under the supervision of a man with 20 years' experience in quarter-sawing, constitutes a quality of stock that is hard to beat.

If you want something not only good, but extraordinary, let us quote you on your requirements. Our prices will please you, too.

FOR IMMEDIATE SHIPMENT

5 cars 5/4 1sts and 2nds quartered white oak
5 cars 4/4 1sts and 2nds quartered white oak

YOUNG & CUTSINGER

E. & T. H. YARDS,
EVANSVILLE, IND.

LUMBER INSURERS' GENERAL AGENCY

Managers of the Leading Stock Fire Insurance Companies making a specialty of Lumber and Woodworking Risks

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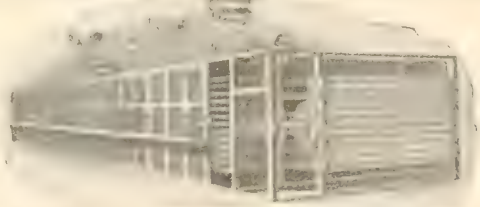
PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

McILVAIN'S SPECIALS FOR PROMPT SHIPMENT

We have a large stock of dry

Poplar

running from 5/8 to 4 inches thick, soft yellow, well manufactured, good widths and good lengths. We cut dimensions Poplar

50,000 feet No. 2 Common and Better

Black Walnut

home dry Philadelphia Yard. This should be exported.

A large stock of

Soft Cork White Pine

We want orders for some Pattern Lumber.

Ready for immediate shipment from our Philadelphia Yard. Large stock of dry

Mahogany

We have a fine stock of No. 1 Common and Better

Chestnut

for immediate shipment. All thicknesses.

A large well assorted stock of

Cypress

for direct shipment from our mill.

On our Nashville Yard 2 cars 4-4 Common and Better, dry

Quartered Red Oak

Band-sawed, equalized and trimmed.

2 cars 4-4 1 & 2

White Oak

3 cars 4-4 No. 1 Common on our Nashville Yard.

A large well assorted stock of

Hardwoods

on our Nashville Yard.

2 cars 1x10 inches and up

Quartered White Oak

wider run, fancy figure—Nashville Yard.

Our 6x20 and 7x24 No. 1 Heart Rived

Shingles

make the best roof.

THE LOVELADY LUMBER CO. has started to ship lumber from its mill at Jasper, Va. Their Chestnut, Oak and Poplar is very fine. Export Oak orders solicited.

"We Have It If It's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Bldg., 1420 Chestnut St Yards: Fifty-Eighth and Woodland Ave., PHILADELPHIA, PA.

Mexican Mahogany and Yellow Poplar

We want to sell the following stock and would be pleased to have your inquiry for items in which you are interested:

30,000 ft. 4-4 Selects Yellow Poplar
240,000 ft. 4-4 No. 1 Com. Yellow Poplar
13,000 ft. 6-4 Selects Yellow Poplar
21,000 ft. 6-4 No. 2 Com. Yellow Poplar
26,000 ft. 8-4 No. 1 Com. Yellow Poplar
14,000 ft. 8-4 No. 2 Com. Yellow Poplar

MARKLEY & MILLER

MOBILE ALA.

1214 FISHER BLDG., - - CHICAGO

MORTON DRY KILN

IMPROVED

MOIST AIR SYSTEM



The Most Perfect Dry Kiln on the Market

The "MORTON" has a reputation for drying oak, maple, birch, and beech quicker and better and with less steam than any other method—*excepting none.*

Write for our New 1911 Catalog H. describing fully Modern Fire-proof Dry Kiln Construction.

Morton Dry Kiln Co. :: Chicago, Ill.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS

MANUFACTURED BY

COBBS & MITCHELL, Inc.

Cadillac, Mich., January 28, 1911

DRY STOCK LIST

6/4 White Ash, mill run	17 M
6/4 White Ash, No. 4 common	3 M
4/4 Basswood, No. 3 common	35 M
4/4 Birch, No. 3 common	12 M
1x7 and up Gray Elm, No. 3 common	38 M
12/4 Gray Elm, 1s and 2s	32 M
8/4 Rock Elm, No. 3 common	25 M
8/4 Rock Elm, No. 4 common	1 M
5/4 Hard Maple Step	12 M
6/4 Hard Maple, common and better	3 M
4/4 Hard Maple, No. 3 common	94 M

OUR OWN MANUFACTURE

Mitchell Brothers Co.

Dry Stock List

Michigan Hardwoods

Cadillac, Mich., January 28, 1911

4/4 Ash, No. 3 common	17 M
4/4 Basswood, No. 2 common	136 M
1x6 Basswood, No. 2 common	43 M
1x4 Basswood, No. 3 common	14 M
1x6 Basswood, No. 3 common	7 M
4/4 Basswood, No. 3 common	73 M
8/4 Gray Elm, 1s and 2s	16 M
12/4 Gray Elm, 1s and 2s	17 M
1x10 and up Hard Maple, 1s and 2s	17 M
4/4 Maple and Beech, No. 3 common	116 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition, send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

200,000 feet 5/4 No. 3 common beech and maple.
30,000 " 8/4 No. 1 common and better birch.
150,000 " 5/4 No. 2 common and better basswood.
50,000 ft. 6/4 No. 2 common and better grey elm.
200,000 ft. 8/4 C. and better hemlock.
40,000 ft. 8/4 No. 1 common and better basswood.
40,000 ft. 6/4 No. 1 common and better basswood.



Cards of Chicago Hardwood Lumber and Veneer Manufacturers and Jobbers

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

CRANDALL & BROWN
3300 South Center Ave.
Cypress - Yellow Pine
Oak and Poplar

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

J. M. ATTLEY & CO.
HARDWOODS
RAILWAY EXCHANGE BLDG.

Phone Austin 3812
J. C. BENNETT
Wholesale Dealer in Northern and Southern
HARDWOOD LUMBER
610 N. ALMA AVE., AUSTIN, CHICAGO
Consignments solicited.
Let me figure on your requirements

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1355 Q. Y. Hamilton, Manager
The Lumber Shippers' Storage and Commission Co.
(Not Incorporated)
SHIPPERS' AGENTS
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McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

Paving Blocks, Cedar Posts, Yellow Pine
W. B. Crane & Company
Established 1881
HARDWOOD LUMBER, TIMBER AND TIES
Chicago
Long Distance Phones Canal 3190-3191
Offices, Yards and Planing Mills: 22nd, Sangamon and Morgan Sts.
Mills at Falcon, Miss.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Storage Yards — 1436 Cherry Ave.

G. C. PRATT LUMBER AND TIE COMPANY
Hardwoods, Yellow Pine, Car Material and Ties
1308 Fort Dearborn Bldg.

THE KERNS-UTLEY LUMBER COMPANY
Chicago, Ill.
STOCK READY TO LOAD AT MOUNDS, ILL.

[illegible] ft. 4/4 Fas pl. Red Oak.
18000 ft. 4/4 Fas pl. White Oak.
62000 ft. 4/4 No. 1 pl. Red and White Oak.
28000 ft. 5/4 No. 1 and Fas pl. Oak.
31000 ft. 6/4 No. 1 and Fas pl. Oak.
36000 ft. 8/4 No. 1 and Fas pl. Oak.
12000 ft. 10/4 No. 1 and Fas pl. Oak.
61000 ft. 12/4 No. 1 and Fas pl. Oak
24000 ft. 16/4 No. 1 and Fas pl. Oak.
18000 ft. 4/4 Fas Quartered White Oak.
12000 ft. 4/4 Fas Quartered Red Oak.
43000 ft. 4/4 No. 1 com. Qtd. R. and W. Oak.
22000 ft. 4/4 No. 2 com. Qtd. R. and W. Oak.
[illegible] ft. 5/4 No. 1 com. Fas Qtd. W. Oak.

All Dry For Rush Orders
OUR SHIPMENTS ALWAYS ON TIME

[illegible] ft. 4/4 No. 1 com. and Fas Ash.
[illegible] ft. 5/4 No. 1 com. Ash.
[illegible] ft. 6/4 No. 1 com. and Fas Ash.
32000 ft. 1x9" and up Cottonwood Boxboards.
[illegible] ft. 1x15" and up Cottonwood Boxboards.
[illegible] ft. 1x22" and up No. 1 and Panel Cottonwd.
49000 ft. 1x6" and up Fas Cottonwood.
[illegible] ft. 1x4" and up No. 1 Com. Cottonwood.
100000 ft. 5/4x6" and up Fas Cottonwood.
36000 ft. 6/4 No. 1 Com. and Bet. Elm.
28000 ft. 8/4 No. 1 Com. and Bet. Elm.
40000 ft. 12/4 No. 1 Com. and Bet. Elm.
121000 ft. 4/4 No. 1 Com. and Fas Sap Gum.
24000 ft. 8/4 No. 1 Com. and Fas Sap Gum.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

FACTORY LUMBER A SPECIALTY

WHITE BROS. LUMBER CO.

Successors to G. L. Lindsley Lumber Co.

Manufacturers and Wholesalers
Hardwood and Pine Lumber

1261 MONADNOCK BLOCK, CHICAGO
Special Prices For Immediate Shipment — Telephone Harrison 7393

We Want to Move Quick:

2—Cars 4/4 1st and 2nd Plain White Oak.
1—Car 4/4 No. 1 Plain White Oak.
2—Cars 4/4 No. 1 Red and White, Plain.
1—Car 4/4 1st and 2nd Red Gum.
1—Car 4/4 No. 1 Red Gum.
1—Car 4/4 Box and Panel Stock.
4—Cars 4/4 No. 1 Com. Gum.

Selling Agents for
Craig Mountain Cork Pine

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Complete Stocks of Northern Lumber

3 cars 2½ in. No. 1 Com. and Better Oak
4 cars 3 in. No. 1 Com. and Better Oak
2 cars 4 in. No. 1 Com. and Better Oak
3 cars 2x4 and 4x4 Oak Wagon Poles

A complete stock of 1 in. to 4 in. thick Cane White Ash. 1 in. to 2 in. Hickory.

Telephones { Harrison 2909 / Automatic 61-733

704 Fisher Bldg., CHICAGO

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash
And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

MARSHALL LUMBER COMPANY

HARDWOOD LUMBER

Old Colony Building — 'Phone Harrison 3996 — CHICAGO

We want to move at once 200 M ft. 4-4 inch No. 2 Com. and Btr. Plain Red Oak.
5 Cars 4-4 inch 1s and 2s Red Gum 12 feet.
2 Cars 3-4 inch 1s and 2s Plain Red Oak.

Send us your inquiries for Gum, Cottonwood, Cypress, Oak, Elm, Chestnut, Ash and Dimension Stock.

WRITE TO-DAY

TO THE TRADE:—We are desirous of moving the following Dry Hardwoods:

150,000 feet 1½ inch Soft Elm No. 2 Common and Better
60,000 feet 1½ inch Soft Elm No. 3
100,000 feet 4-4 No. 1 Common Birch
500,000 feet 4-4 No. 2 Common Birch
250,000 feet 4-4 No. 3 Common Birch
2 cars 4 inch Clear Birch Strips
2 cars 4 inch No. 1 Common Birch Strips
4 cars 4 inch No. 2 Common Birch Strips
4 cars 4 inch No. 3 Common Birch Strips
1 car 4-4 No. 2 Common and Better White Ash (good widths)
100,000 ft. 4, 5 and 6 inch Com. and Clear Basswood Ceiling Stock
100,000 ft. No. 3 Common Basswood
Maple and Birch Flooring in all widths

SEND US YOUR INQUIRIES

FLANNER-STEGER LAND & LUMBER CO.

MILLS: Blackwell, Forest County, Wisconsin. — SALES OFFICE: Steger Building, Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, March 10, 1911 CHICAGO, ILL.

STOCK SHEET

BASSWOOD

200,000 feet 5/4, 60% 1 and 2, 30% No. 1, 10% No. 2
100,000 feet 8/4, 60% 1 and 2, 30% No. 1, 10% No. 2
14,000 feet 8/4, No. 2 common
100,000 feet 4/4, 1 and 2, 7" and wider
50,000 feet No. 1 common, 5" and wider

WISCONSIN RED OAK

1 car 10/4 No. 1 common and better
10 cars 4/4 No. 1 common and better
Very choice wide stock and good lengths.

We are cutting some very choice basswood and would be glad to contract for any portion or all of it.

A FEW ITEMS IN NO. 1 BOARDS AND STRIPS AT A VERY LOW PRICE.

Heath, Witbeck Company, *Manufacturers and Dealers in*

All Kinds of Hardwood Flooring Wainscoting, Ceiling, Etc.

HARDWOOD KILN DRIED LUMBER

Always in Stock

Telephone Canal 942

General Offices, 22d and Fisk Sts.
CHICAGO, ILL.

We Cut Oak Chair Stock, Implement Stock and Timber To Your Order. **Phone Harrison 2340**

SCHULTZ, HOLLOWAY & COMPANY, 277 Dearborn Street, CHICAGO

TO OUR TRADE: We have the following stock ready for prompt shipment, and would be pleased to have your inquiry for items in which you are interested:

FOR PROMPT SHIPMENT

RED GUM

12,500 ft. 4/4 1st & 2nds Red Gum
62,480 ft. 6/4 1st & 2nds Red Gum
53,480 ft. 8/4 1st & 2nds Red Gum
40,000 ft. 6/4 No. 1 Common Red Gum
24,000 ft. 8/4 No. 1 Common Red Gum

SAP GUM

64,000 ft. 4/4 1st & 2nds Sap Gum
85,000 ft. 4/4 No. 1 Common Sap Gum

COTTONWOOD

84,840 ft. 4/4 6" to 12" 1st & 2nds Cottonwood
54,852 ft. 4/4 No. 1 Common Cottonwood
300,000 ft. 5/4 No. 2 Common Cottonwood
50,000 ft. 6/4 No. 1 Common Cottonwood
150,000 ft. 6/4 No. 2 Common Cottonwood

WHITE ASH

45,000 ft. 4/4 1st & 2nds Ash
64,000 ft. 4/4 No. 1 Common Ash
37,000 ft. 4/4 No. 2 Common Ash
48,000 ft. 6/4 1st & 2nds Ash
20,000 ft. 6/4 No. 1 Common Ash
25,000 ft. 8/4 1st & 2nds & No. 1 Com.
28,000 ft. 12/4 1st & 2nds & No. 1 Com.
46,000 ft. 16/4 1st & 2nds & No. 1 Com.
35,000 ft. 8/4 to 16/4 piled together

QUARTERED OAK CHAIR BACKS

We have 450,000 ft. dry ¾" Quartered Oak Chair Backs cut to dimension widths from 3" to 12" and lengths 16" to 25". Can ship straight or mixed cars.

We make a specialty of cutting to order Oak, Ash or Gum table and chair legs, Oak implement stock and plow handle strips.

YOU CANNOT AFFORD TO RISK MISSING A BARGAIN IN PRICE OR GRADE WHEN A POSTAL REQUEST BRINGS OUR PRICES.

THE FOREST PRODUCTS CO.

1101 MARQUETTE BUILDING, CHICAGO, ILLINOIS

WILL BUY A Few Cars of

Good Gum, Cottonwood, Red and White Oak, White Ash-all grades and thicknesses

Quote Best Prices F. O. B. Mill or Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

HAYDEN & WESTCOTT LUMBER COMPANY

Railway Exchange **CHICAGO** Phones Harrison 6440 Automatic 61377

HARDWOODS

YOU CAN AFFORD TO DEAL WITH US

WHITE PINE

WE WISH TO BUY

Poplar Wagon Box Boards, 13 in. to 20 in. wide, 12 ft., 14 ft. and 16 ft.

Poplar Sign Boards, 2x14 in. to 16 in., 1 and 2 grade, 14 ft., 16 ft. and 18 ft. long.

Dry Hard Maple, 1 and 2 grade, 1½ in., 2 in. and 2½ in. thick, standard lengths. Hard Maple, 3 cars Clear Stock, 3½x7x12 ft., to be sawed to order.

50 pcs. each 8 in., 9 in. and 10 in. No. 1 solid poplar squares, 12 ft., 14 ft., 16 ft. 2½ in., 3 in. and 3½ in. first clear poplar plank all 14 ft. for September shipment.

1 in. Red Gum, 1 and 2 grade, 12 ft., with 10% 10 ft.; also 10 in. and wider, all lengths.

1 in. Red Oak, 1 and 2 grade, mostly 14 ft. and 16 ft.

7x9 W. Oak Switch Ties in sets, 8 ft. 9 in. to 16 ft. 9 in. long.

We would contract for following:

1 in. and thicker Birch, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, upper grades only, 1 and 2 and No. 1 common.

1 in. Basswood, 8" and 10" widths only, 1 and 2 grade.

1½ in. and 2 in. No. 1 Common and Better Beech in car or cargo lots.

We would like to sell a car of **NORTHERN WHITE PINE** 3x6 in., 8 in. and 10 in. wide, 18 ft., 20 ft. and 24 ft. long. This Pine is common piece stock grade.
We are large handlers of **WESTERN WHITE PINE** all grades shop and better.

YELLOW PINE

YOU CANNOT AFFORD NOT TO DEAL WITH US

CAR STOCK

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
1400-1410 CARROLL AVE.
CHICAGO

Huddleston-Marsh Lumber Company

(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian MAHOGANY Lumber and Veneers

DOMESTIC VENEERS and Glued-Up Panel Stock

2256-2266 Lumber Street - - CHICAGO, ILL.

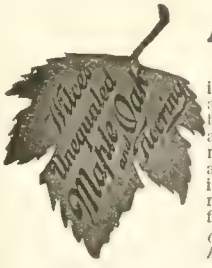
Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn.,

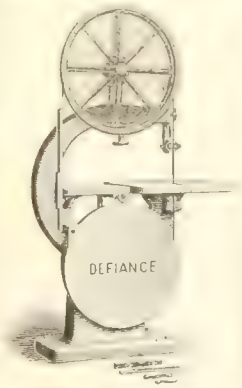
ESTABLISHED 1878

1402 Great Northern Bldg. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

A Definite and Enforcible Guarantee accompanies all

"Defiance" Wood-Working Machines

What more can you ask for?

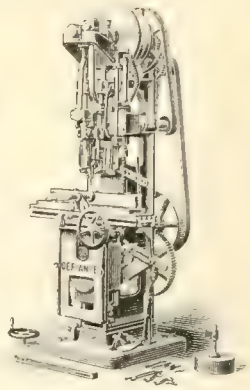


28 inch Band Saw

Ask for new 535 page catalog

Our machines are strong and well made for the economical and accurate production of hubs, spokes, rims, wheels, wagon, carriage and automobile woodwork, shafts, poles, neck yokes, single trees, hoops, handles, spools, bobbins, insulator pins, table and chair legs, balusters, newel posts, gun stocks, hockey sticks, golf sticks, oval wood dishes and for GENERAL WOODWORK.

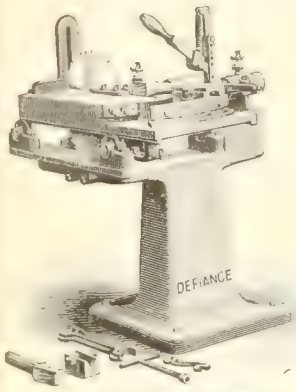
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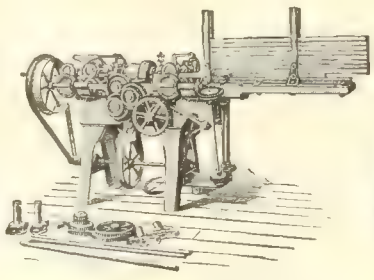
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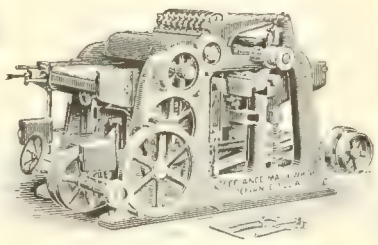
The Defiance Machine Works

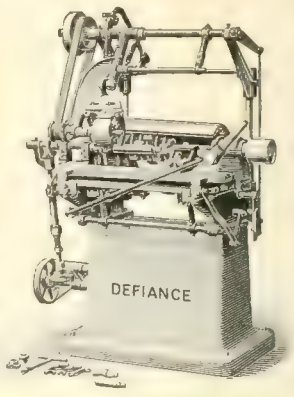
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Automobile Spoke Miter Saw

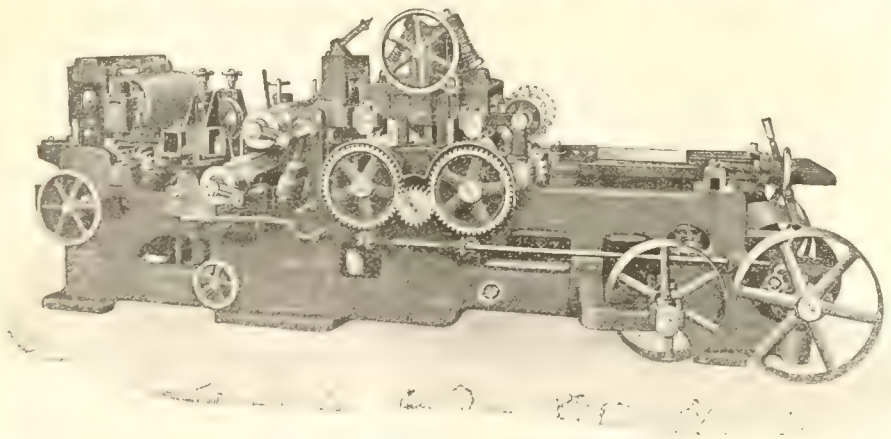

Automatic Long Handle Lathe


Double Surface Planer



No. 444 Turning Lathe

FINE FLOORING AT LOW COSTS


No. 203 Lightning Flooring Machine.
Patented 5-20-1900 5-27-1902 10-10-1905 9-25-1906 10-23-1906

is what you get when you use our latest model, the patented

No. 203 "LIGHTNING" FLOORING MACHINE

This No. 203 is a Fast Feed Machine—we furnish it with feeds to suit your requirements—it don't require an excessive amount of power—and the following features permit it to run at full capacity day in and day out.

1st Patented Sectional Clamp Boxes.
2nd Patented Roller Hold Down.
3rd Patented Double Geared Feed Works.
4th Marking and Boring Attachments.
5th Adjustable Wedge Platen and Adjustable Lower Rolls.
6th Vertical adjustment of matcher spindles from above the matcher plate while the machine is in motion.
7th All important adjustments made from in-feeding end where operator stands.

WRITE FOR OUR CATALOG OF FAST FEED FLOORERS AND PLANERS AND MATCHERS

No. 203 is furnished with either round or square cylinders as ordered. Can also be equipped with our Truing and Setting Attachments to keep the cylinder knives and matcher heads keyed up to their highest efficiency without removing them from the machine.

J. A. FAY & EGAN CO., 414-434 W. Front St., Cincinnati, Ohio

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Company

NASHVILLE, TENNESSEE

Southern Hardwoods, Poplar, Oak, Ash and Chestnut

DRY STOCK, STANDARD WIDTHS AND LENGTHS AND STRAIGHT GRADES

We furnish what we sell in every case. Correspondence solicited. Delivered prices any railway point in the United States or Canada.

Specializing in Quartered Oak and Poplar insures the Highest Quality of Stock

Try us on these items of dry stock, band-sawed from high grade logs, which we can ship immediately.

10 cars 4-4 Fas Quartered White Oak
1 car 5-4 " " " "
1 " 6-4 " " " "
2 cars 4-4 10 in. and up Fas Quartered White Oak
1 car 18 in. and up Yellow Poplar
4 cars 4-4 No. 1 com. Quartered Red Oak

CHEROKEE LUMBER CO.
First Avenue, North NASHVILLE, TENN.

Hunt, Washington & Smith

Nashville, Tenn.

SPECIAL PRICES ON OAK STRIPS

10 cars 1x2½ to 5½ in. Clear Face and Better Quartered White Oak
2 " 1x4 in. and 4½ in. " " "
2 " 1x5 in. and 5½ in. " " "
1 car 5-4x2½ in. to 5½ in. " " "
1 " 6-4x2½ in. to 5½ in. " " "
1 " 1x2½ in. to 5½ in. Clear Face and Better Quartered Red Oak
5 cars 1x2½ in. to 5½ in. " " Plain White Oak
2 " 1x2½ in. to 5½ in. " " " Red Oak
2 " 1x4½ in. to 5½ in. " " " " Casings
2 " 1x4½ in. to 5½ in. " " " White Oak
3 " 1x6 in. 1x7 Quartered White Oak

Quartered White Oak — Quartered Red Oak
Tennessee Red Cedar — Poplar, Hickory, Chestnut
Ash, Walnut, Plain Oak, Etc.

10,000,000 FEET

READY FOR IMMEDIATE SHIPMENT

LOVE, BOYD & CO.

NASHVILLE, TENN.

Southern Lumber & Mfg. Co.

Manufacturers
Rough and Dressed Hardwood Lumber
Nashville, Tenn.

We want to move

3 Cars 5-4 in. 1s and 2s Quartered White Oak
5 Cars 5-4 in. No. 1 Common Quartered White Oak
3 Cars 5-4 in. Clear Strips Quartered White Oak
2 Cars 5-4 in. 1s and 2s Quartered Red Oak
5 Cars 4-4 in. No. 1 Common Ash
5 Cars 4-4 in. No. 2 Common Ash



LOUISVILLE'S

Premier products are **Pretty Women, Thoroughbred Horses** and **Quality Hardwoods.**

We specialize in **Plain and Quartered Oak, Chestnut, Walnut, Hickory, Poplar, Ash, Mahogany, Veneers and Panels.**

The prime purpose of this page is to emphasize the importance of Louisville as the leading **Hardwood Market;** to point out the distinct advantages of our position as a great distributing center for the consuming trade—in a word, to justify the title of Louisville as a "Hardwood Gateway between the Producer and Consumer."

Louisville has been literally forced to the front rank of American Hardwood Markets by its unexcelled possession of natural advantages. The most advantageous position on one of the great navigable highways of the continent, a railroad center of the first importance, contiguous to limitless raw materials at the very door of the consuming trade and with an accurate knowledge on the part of our manufacturers and jobbers of the requirements thereof, there is absolutely no reason why Louisville should not be looked to by every user of Hardwood as the most natural and logical market.

Every demand of the consumer can be supplied here on account of the co-operation and earnest desire of the firms mentioned below to make Louisville the leading **Hardwood Market.** Their fairness and willingness to exchange information and Lumber enables them to fill every order with expediency and in its entirety regardless of the size or assortment.

E. B. NORMAN & COMPANY
EDWARD L. DAVIS LUMBER COMPANY
LOUISVILLE POINT LUMBER COMPANY
C. C. MENGEL & BROTHER COMPANY
OHIO RIVER SAW MILL COMPANY
W. P. BROWN & SONS LUMBER COMPANY
THE NORMAN LUMBER COMPANY
LOUISVILLE VENEER MILLS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD



¶ Memphis men and Memphis money manufacture and merchandise more than 500,000,000 feet of Hardwood Lumber annually.

¶ This lumber consists of the highest type of plain and quartered white and red oak, red and sap gum, cottonwood, ash, hickory, elm and cypress.

¶ The manufacturers and jobbers of Memphis are better equipped to take care of your Hardwood Requirements than any other group of lumbermen in the United States.

¶ Get in touch with us by personal visit, mail or wire. We want your business.

STOCK LIST

Lamb-Fish Lumber Co., Charleston, Miss.

NOVEMBER 15, 1910

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"
*1st & 2nd Qrtd. White Oak	.....	.....	10,000	.....	75,000	.....	8,000	.....	.....	.....
No. 1 Common Qrtd. White Oak 6" & up†	.....	.....	23,000	.....	25,000	.....	.....	.....	.....	.....
Clear Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
No. 2 Common Qrtd. White Oak	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
Common Qrtd. White Oak Strips, 2½ to 5½"	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1st & 2nd Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	.....	.....	.....	.....	10,000	1,000
No. 2 Common Plain White Oak	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....
1st & 2nd Plain Red Oak	.....	.....	.....	50,000	100,000	10,000	50,000	25,000	.....	.....
No. 1 Common Plain Red Oak	.....	.....	.....	50,000	100,000	.....	.....	15,000	.....	.....
No. 3 Common Plain Red Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
Sound Wormy Oak	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum	25,000	25,000	100,000	100,000	50,000	.....	.....	.....	.....	.....
No. 1 Common Red Gum	25,000	50,000	100,000	100,000	100,000	30,000	10,000	.....	.....	.....
No. 2 Common Red Gum	.....	.....	.....	.....	50,000	.....	20,000	20,000	.....	.....
1st & 2nd Sap Gum	.....	.....	30,000	.....	300,000	30,000	100,000	.....	.....	.....
No. 1 Common Sap Gum	50,000	75,000	50,000	.....	.....	15,000	15,000	.....	.....	.....
No. 2 Common Sap Gum	.....	.....	.....	.....	200,000	25,000	15,000	.....	.....	.....
No. 3 Common Sap Gum	.....	.....	.....	.....	100,000	25,000	.....	.....	.....	.....
1st & 2nd White Ash	.....	.....	.....	.....	30,000	.....	11,000	15,000	.....	.....
No. 1 Common White Ash	.....	.....	.....	.....	30,000	.....	.....	12,000	.....	.....
1st & 2nd Cypress	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
Select Cypress	.....	.....	.....	.....	15,000	.....	10,000	.....	.....	.....
Shop Cypress	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	35,000	.....	.....	50,000	.....	.....
No. 2 Common Cypress	.....	.....	.....	.....	.....	.....	.....	25,000	.....	.....
Log Run Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	14,000	.....	.....	.....	.....	.....

*All Wide Stock In. †We ship our No. 1 Common Quartered White Oak 6" & up wide.

WRITE, PHONE OR WIRE

FOR PRICES ON ANY OF THE FOLLOWING ITEMS:

COTTONWOOD

4/4" 1sts and 2nds, 6-12"..... 150,000′
4/4" 1sts and 2nds, 6" and up.... 100,000′
4/4" Box Boards, 13-17"..... 150,000′
4/4" Box Boards, 9-12"..... 50,000′
4/4" Panel and Wide No. 1, 18 to 20"..... 25,000′
4/4" Panel and Wide No. 1, 21" and up..... 25,000′
5/4" 1sts and 2nds, 6" and up..... 100,000′
6/4" 1sts and 2nds, 6" and up..... 23,000′

SAP GUM

4/4" 1sts and 2nds, 6" and up.... 250,000′
5/4" 1sts and 2nds, 6" and up.... 200,000′

CYPRESS

5/4" 1sts and 2nds..... 18,000′
5/4" Selects..... 54,000′
5/4" No. 1 Shop..... 18,000′

PLAIN WHITE OAK

4/4" 1sts and 2nds..... 35,000′
4/4" No. 1 Common..... 25,000′
4/4" No. 2 Common..... 25,000′

QUARTERED WHITE OAK

4/4" 1sts and 2nds..... 10,000′
4/4" No. 1 Common..... 7,000′
4/4" No. 2 Common..... 20,000′

PLAIN RED OAK

4/4" 1sts and 2nds..... 25,000′
4/4" No. 1 Common..... 12,000′
4/4" No. 2 Common..... 50,000′
5/4" 1sts and 2nds..... 9,000′
6/4 1sts and 2nds..... 25,000′

RED GUM

4/4" 1sts and 2nds..... 25,000′
5/4" 1sts and 2nds..... 25,000′
4/4" No. 1 Common..... 100,000′
5/4" No. 1 Common..... 100,000′

Above stock is all well manufactured—good widths and lengths—dry.

.....CAN SHIP IMMEDIATELY.....

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

A FEW ITEMS WE WANT TO SELL

LET US QUOTE YOU

10 cars 4-4x6 to 12 in. 1st and 2d Cottonwood
8 " 5-4x13-17 in. " " " "
6 " 4-4x9-12 in. Box Boards, Cottonwood
15 " 12-4 Log Run Soft Elm
2 " 4-4x18 in. and up 1st and 2d Poplar
2 " 4-4x13-17 in. Box Boards, Poplar
12 " 4-4 No. 1 Common Plain Red Oak.

We handle everything in Southern Hardwoods.

Band-Sawed and Equalized Red and White, Plain and Quartered Oak, Ash, Gum and Cottonwood.

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS - - - - - TENN.

PHILIP A. RYAN LUMBER CO.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G. Memphis, Tenn.

We are anxious to sell Quarter-Sawed White Oak, No. 1 Common and 1st and 2d grades, 4-4, 5-4 and 6-4. All band sawed stock well manufactured from good logs.

Also have a nice selection of Plain White Oak in No. 1 Common and 1st and 2d, ranging from 1" to 4" thick.

One carload mixed Ash, from 1" to 4" thick, No. 1 Common and better.

Mills at Memphis, Tenn. and Mounds, Ark.

Darnell-Taenzer Lumber Co.

Manufacturers and Dealers in High Grade

HARDWOOD LUMBER

180,000 Ft.	3-8 in.	Common	Plain Red Oak.	
45,000 "	1-2 in.	1 and 2	Qtd. Red Oak.	10 in. and Wider
40,000 "	5-8 in.	1 and 2	" " "	10 in. and Wider
10,000 "	5-4 in.	1 and 2	" " "	10 in. and Wider
24,000 "	1 in.	1 and 2	" " "	10 in. and Wider
8,000 "	1 1-2 in.	1 and 2	" " "	10 in. and Wider
60,000 "	5-8 in.	1 and 2	Plain Red Oak.	12 in. and Wider
20,000 "	3-4 in.	1 and 2	" " "	12 in. and Wider
10,000 "	1 1-2 in.	1 and 2	" " "	12 in. and Wider
14,000 "	2 1-2 in.	1 and 2	Ash, 80%	12 Ft.
30,000 "	1 in.	1 and 2	Yellow Cypress,	18 in. and Wider
10,000 "	1 1-4 in.	1 and 2	" "	18 in. and Wider
12,000 "	1 1-2 in.	1 and 2	" "	18 in. and Wider
12,000 "	2 in.	1 and 2	" "	18 in. and Wider
20,000 "	1-2 in.	1 and 2	Qtd. White Oak,	10 in. and Wider
20,000 "	3-4 in.	1 and 2	" " "	10 in. and Wider

JAMES E. STARK & CO., MEMPHIS, TENN.

We want orders for the following DRY STOCK for prompt shipment. Write, Wire or Phone us for special prices.

GUM.

15,000' 1" No. 1 Com. Sap.
5,750' 1" 1 and 2d Sap 18" & up
12,500' 1¼" 1 & 2d Sap
12,700' 1¼" No. 1 Com. Sap.
7,200' 1¼" 1 & 2d Red
2,300' 1¼" No. 1 Com. Red.

PLAIN OAK.

105,456' 1" No. 1 Com. White.
183,217' 1" No. 1 Com. Red.
30,576' 1¼" No. 1 Com. White.
51,183' 1¼" No. 1 Com. Red.
23,765' 1½" No. 1 Com. White.
52,100' 2" No. 1 Com. White.

QUARTERED OAK.

108,385' 1" No. 1 Com. White.
[illegible]' 1" No. 1 Com. Red.

YELLOW CYPRESS.

[illegible]' 1" 1 & 2d.
35,758' 1" Select.
76,564' 1" Shop.
37,000' 1" No. 1 Com.

ASH.

12,500' 1" Clear Strips 2½-5½".
55,813' 1" No. 1 Common.
34,458' 1¼" No. 1 Common.
33,812' 1½" No. 1 Common.
74,324' 2" No. 1 Common.

WE SOLICIT YOUR INQUIRIES FOR QUOTATIONS

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WE WANT TO SELL

1 car ¾ Quartered white oak C. & B. on grade.
5 cars 4/4 quartered white oak 1sts and 2nds.
6 cars 4/4 quartered white oak No. 1 common.
4 cars 5/4 and 6/4 quartered white oak C. & B. on grade.
2 cars 4/4 quartered red oak C. & B. on grade.
6 cars 4/4 plain red oak C. & B. on grade.
3 cars 5/4 and 6/4 plain red oak C. & B. on grade.
2 cars 4/4 plain white oak C. & B. on grade.
3 cars 4/4 Ash C. & B. on grade.
2 cars 5/4 Ash No. 1 common.
1 car each 10/4 and 12/4 Ash, 15% No. 1 common.
1 car 4/4 poplar No. 1 common.
1 car 4/4 and 5/4 Poplar sap.
1 car 2" Poplar No. 2 common.
4 cars 4/4 Red Gum C. & B. on grades.
1 car 4/4 Gum boxboards.
1 car 6/4 Rock Elm, log run.
1 car 6/4 Soft Elm, log run.
1 car 12/4 Soft Elm, C. & B.

VANDENBOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

JOHN M. WOODS & CO.

ASH — RED GUM — QUARTERED WHITE OAK
PLAIN OAK — COTTONWOOD — QUARTERED RED OAK
HICKORY

Special attention to mixed cars.
This means economical buying for you.

Wholesale Yard
MEMPHIS, TENN.

Main Office and Distributing Yard
EAST CAMBRIDGE, MASS.

C. D. HENDRICKSON, Pres. and Gen. Mgr. — E. E. SWEET, Gen. and Sales Mgr.

C. D. Hendrickson Lumber Company

MANUFACTURERS OF
SOUTHERN HARDWOOD LUMBER
OAK, ASH, CYPRESS, POPLAR, ELM, RED GUM, SAP GUM, COTTONWOOD
Memphis, Tennessee

SAWED VENEER

We can furnish anything you want in

Quartered White Oak — Quartered Red Oak
Plain Oak — Poplar — Ash
Cypress and Red Gum

Also Band Sawed
HARDWOOD LUMBER

Memphis Veneer and Lumber Company
Memphis, Tenn.

S. C. MAJOR LUMBER CO.

W. H. Steele, President
Geo. E. Hibbard, Vice-Pres.
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WHOLESALE HARDWOOD LUMBER

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PLAIN AND QUARTERED OAK, ASH AND POPLAR

Goodlander-Robertson Lumber Co.

MEMPHIS, TENN.

POPLAR
OAK
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ASH

AND OTHER SOUTHERN HARDWOODS
We make a specialty of MIXED CARS
Send us your inquiries

"OUR WAY"

The way we have increased our business nearly 50% over last year is that we always please our customers and give them exactly what we contracted to do.

"LET US SHOW YOU"

DOOLEY-STERN LUMBER CO., MEMPHIS

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All work personally conducted
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WHY KEEP ON FOOLING WITH SAWS THAT ARE REALLY BACK NUMBERS?

You spend a lot of time selling your lumber.

You watch your manufacturing cost—or think you do.

You buy **expensive** machinery to save **expense.**

And then waste more than all this saving amounts to—

By letting your help use ineffective Cross-Cut Saws.

Your filer prefers this saw or that—and so you buy them.

Don't make any difference to you—if they want them, you buy them and then wonder why the other fellow can produce cheaper than you.

Your filer asks for these saws, because he don't know.

He is honest.

He thinks the other saw is the best and you let him go on wasting your money and his time—simply because—you say—"it don't make any difference" to you.

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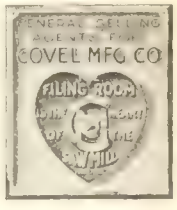
Don't let prejudice stand in the way of increasing your men's output.

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Will hold their edge longer than any other, simply because they are made of SILVER STEEL, which is the finest material that has ever been used in saw blades. This saves filing expense and cost of frequent re-gumming, setting and general repair.

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You owe it to yourself to know these things and not depend upon the word of someone else. A trial will convince you that our statements are correct. Order through your usual source of supply, specify SILVER STEEL, and see that you get it. If you don't, write to the nearest address below.



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1 Car 5-4 1s & 2s Red Gum.
20 Cars 4-4 1s & 2s Sap Gum.
10 Cars 6-4 1s & 2s Sap Gum.
5 Cars 4-4 Box Boards Gum.
5 Cars 4-4 1s & 2s Quartered White Oak.
5 Cars 4-4 No. 1 Common Quartered White Oak.
35 Cars 4-4 No. 1 Common Plain White and Red Oak.
1 Car 6-4 No. 1 Common Plain White and Red Oak.
3 Cars 8-4 No. 1 Common Plain White and Red Oak.

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Good Widths and Lengths

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Panel & Wide No. 1 Poplar, any width or thickness.
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90 M. 6/4 No. 2 Common Poplar.
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15 cars 4-4 No. 3 common plain oak.
5 cars 4-4 No. 2 common gum.
2 cars 8/4 No. 1 common sap gum.
2 cars 8-4 No. 2 common sap gum.
1 car 8/4 No. 3 common sap gum.

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Cincinnati, Ohio

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100,000 ft. 5-4 " " " "
75,000 ft. 6-4 " " " "
100,000 ft. 8-4 " " " "
30,000 ft. 1 in. No. 1 Common, to 5½ in. Clear Qtd. W. Oak Strips
15,000 ft. 5-4 in. 1st and 2d Poplar 15 in. to 17 in. Sap no Defect
100,000 ft. 1 in. No. 1 Common Plain White Oak
100,000 ft. 1 in. No. 1 " " Red " "
100,000 ft. 5-4 No. 1 Common and 1st and 2d Plain Red Oak
15,000 ft. 4 in. 1st and 2d White Ash
150,000 ft. 1 in. to 3 in. No. 1 Common White Ash

Office and Yards
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CINCINNATI

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THE MIDLAND LUMBER COMPANY, CINCINNATI, OHIO

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MILLS AT PETEET AND COLBY, MISS. Planing Mill and Dry Kilns at Cincinnati

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1 car 5-4 1s and 2s Red Gum.
1 car 5-4 No. 1 Common Red Gum.
3 cars 6-4 1s and 2s Red Gum.
2 cars 6-4 No. 1 Common Red Gum.
1 car 8-4 1s and 2s Quartered Red Gum.
5 cars 6-4 No. 1 Common Sap Gum.
1 car 4-4 18—27 in. No. 1 and Panel Cottonwood.
1 car 4-4 1s and 2s, 13 in. and up, Cottonwood.
1 car 6-4 1s and 2s Cypress.
1 car 6-4 Select Cypress.

Prices Right **Send Us Your Inquiries** **Grades Right**

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Poplar, Cottonwood, Gum, Oak, Chestnut, Ash, Maple, Elm, Walnut and Cypress

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Rough and Dressed Lumber · Ties, Staves and Box Shooks

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POPLAR, OAK, CHESTNUT AND HEMLOCK

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WE SATISFIED OUR CUSTOMERS

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We'll Guarantee You Satisfaction

The John Dulweber Company, Cincinnati

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Carry a full line of Hardwoods. Operate our own Mills. Let us quote you on worked stock of any description.

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8 cars 1x10" No. 3 Common.
1 car 1x12" No. 3 Common.
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10 cars 1x 8" No. 4 Common.
10 cars 1x10" No. 4 Common.
3 cars 1x12" No. 4 Common.
1 car 1x13" and up No. 4 Com

QUARTERED WHITE OAK.

½ car 4/4 1 & 2 6" to 9".
1 car 4/4 1 & 2 10" and up
1 car 4/4 No. 1 Com.
1 car 4/4 No. 2 Com.
1 car 4/4—Clear Qtd. White Oak Strips—2½" to 5½".
1 car 4/4—No. 1 Com. Qtd. White Oak Strips—2½" to 5½".

ASH.

½ car 4/4 1 & 2 Ash.
½ car 4/4 No. 1 Com. Ash.
½ car 4/4 No. 2 Com. Ash.

CHESTNUT.

1 car 4/4 No. 1 Com. & Better.
½ car 5/4 No. 1 Com. & Better.
5 cars 4/4 Sound Wormy.
3 cars 5/4 Sound Wormy.
10 cars 4/4 No. 3 Common.

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1 car 4/4—18" to 23" Panel & No. 1.
1 car 4/4—24" & up Panel & No. 1.
1 car 4/4— 7" to 17" 1 & 2.
1 car 4/4—13" to 17" Box Boards
½ car 4/4 Clear Sap.
½ car 4/4 Select.
4 cars 4/4 No. 1 Com.
5 cars 4/4 No. 2 Com.
10 cars 4/4 No. 3 Com.
1 car 1x3" No. 1 Com. Popl. Strips.
2 cars 1x4" No. 1 Com. Popl. Strips.
1 car 1x5" No. 1 Com. Popl. Strips.
4 cars 1x6" No. 1 Com. Popl. Strips.
2 cars 1x4" No. 2 Com. Popl. Strips.
1 car 1x5" No. 2 Com. Popl. Strips.
1 car 1x6" No. 2 Com. Popl. Strips.

HEMLOCK.

10 cars 1x 6" No. 1 Com. Hemlock.
10 cars 1x 8" No. 1 Com. Hemlock.
1 car 1x10" No. 1 Com. Hemlock.
1 car 1x12" No. 1 Com. Hemlock.
10 cars 1x 6" No. 2 Com. Hemlock.
10 cars 1x 8" No. 2 Com. Hemlock.
3 cars 1x10" No. 2 Com. Hemlock.
15 cars 1x12" No. 2 Com. Hemlock.

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Everything from Toothpicks to Timbers

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Wholesalers of all kinds of Hardwoods

Specialties
Birch, Maple, Beech and Basswood
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Less in price than any other mahogany

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"There Is No Better"

OAK, MICHIGAN MAPLE, BIRCH, BEECH.

SEND IN YOUR INQUIRIES.

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Also Have Other Mills Under Contract

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15,000′ 4-4 poplar 1s and 2s, 7 to 17″.	14,000′ 4-4 quartered oak No. 1 Com.
26,000′ 4-4 poplar No. 1 & panel, 18 to 32″.	16,000′ 4-4 quartered oak No. 2 Com.
14,000′ 4-4 poplar clear bright saps.	26,000′ 4-4 chestnut 1s and 2s.
60,000′ 4-4 poplar No. 1 Com.	30,000′ 4-4 chestnut No. 1 Com.
160,000′ 4-4 poplar No. 2 Com.	220,000′ 4-4 chestnut sound wormy.
14,000′ 4-4 poplar box bds., 13 to 17″.	260,000′ 4-4 chestnut No. 3 Com.
20,000′ 4-4 poplar box bds., 6 to 12″.	20,000′ 6-4 chestnut sound wormy.
28,000′ 4-4 quar. poplar 1s and 2s.	125,000′ 8-4 chestnut sound wormy.
80,000′ 4-4 quar. poplar No. 1 Com.	15,000′ 4-4 quartered chestnut sound wormy.
32,000′ 4-4 quar. poplar No. 2 Com.	15,000′ 4-4 birch log run.
15,000′ 4-4 plain oak 1s and 2s.	30,000′ 4-4 basswood log run.
12,000′ 4-4 plain oak No. 1 Com.	12,000′ 4-4 soft maple log run.
16,000′ 4-4 plain oak No. 2 Com.	20,000′ 6-4 hickory log run, 12, 14 and 16′.
80,000′ 8-4 sound oak, 10″ & over wide.	22,000′ 6-4 hickory log run, 9′.
20,000′ 4-4 wormy oak	25,000′ 4-4 ash log run.
14,000′ 4-4 quartered oak 1s and 2s.	24,000′ 4-4 clear hemlock log run.
	30,000′ 4-4 beech log run.
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4-4, 5-4 and 6-4 Common and Better Red Gum
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4-4 and 5-4 Common and Better Chestnut
4-4 Common and Better Oak

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88,000 feet 4-4 No. 1 Common Poplar
1½ Cars 4-4 Saps Poplar
½ Car 4-4 1 and 2 Poplar
2 Cars 4-4 Com. and Bet. Quartered Oak

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50,000 feet 2x6 -10 to 20 feet long
30,000 feet 2x8 -10 to 20 feet long
30,000 feet 2x10 - 10 to 20 feet long
25,000 feet 2x12 -10 to 20 feet long

from our own mills in West Virginia

Also 300,000 feet 4-4 and 8-4 Log Run West Virginia White Pine.

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Hollow Backed and Bundled

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5 Cars 1 in. Panel and No. 1 Poplar 22 in. and up
5 Cars 1 in. Poplar Boxboards 10 to 12 in. wide
5 Cars 1 in. Poplar Boxboards 13 to 17 in. wide
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10 Cars 1 in. No. 1 Common Poplar
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CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

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"St. Francis Basin Red Gum Our Specialty"

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30,000′ 2½″ No. 1 Common Oak.
40,000′ 3″ No. 1 Common Oak.

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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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Coming Association Meetings

MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION

The spring meeting of this association will be held at the Pontchartrain Hotel, Detroit, Mich., on Wednesday, April 19, 1911.

C. A. BIGELOW, President. **J. C. KNOX, Secretary.**

NATIONAL HARDWOOD LUMBER ASSOCIATION

The fourteenth annual meeting of this association will be held at the Gayoso Hotel, Memphis, Tenn., on Thursday and Friday, May 11 and 12.

F. A. DIGGINS, President. **FRANK F. FISH, Secretary.**

NATIONAL LUMBER MANUFACTURERS' ASSOCIATION

The ninth annual meeting of this association will be held at Chicago on Wednesday and Thursday, May 24 and 25.

EDWARD HINES, President. **LEONARD BRONSON, Manager.**

General Market Conditions

There are some people in both the manufacturing and jobbing trade right now who are complaining that business is slack and trade is far from satisfactory. On the other hand, many of the energetic, live wire and enterprising people in the trade announce that their business is in an entirely satisfactory condition, both in volume of sales and prices. The latter say it means more work and "steam" perhaps at the present time to carry on their business successfully than at any previous period, but that forceful work is accomplishing good and satisfactory results. On the whole, the hardwood business may be regarded as moving fairly well.

Inquiries reaching HARDWOOD RECORD indicate that more items are constantly getting into short supply. There is a good deal of movement of lumber in unusual channels. Eastern buyers are in the West at present seeking to supplement their paucity of stocks for birch and maple which have usually been obtained in New England and the Adirondack regions. There seems to be an increased call in the East for basswood, which has been dragging for a good while.

The good end of plain oak is manifestly short and there is an increased demand for it with prices ranging firm. Sales are not coming in in as large blocks as formerly, but there certainly is a fair aggregate volume of business made up of a multitude of small orders.

In the southern manufacturing territory there is a manifest overproduction of quartered oak at present. With the prevailing high prices for logs, it is as a general rule impossible for the manufacturer who depends on the open market for his supply, to turn his logs into plain stock. For this reason, large quantities of quarter-sawed oak have been placed on the market with a consequent decrease in values.

The weak spots in the business seem to lie quite largely in the veneer and panel trade. Hence prices in this line of production are very low and values are not enough to show any profit to manufacturers. Undeniably there is more capacity for the production of veneer and panel stock than there is consuming demand, and the unfortunate part of the situation is that quite a number of veneer producers are attempting to force trade by cutting prices.

The hardwood flooring situation in both oak and maple is only fair. In this line of production there also seems to be a considerable current production beyond requirements. It is anticipated that building operations in sight today will perhaps exhaust this surplus before summer, but undeniably manufacturers are piling up considerable stock in their warehouses that they will have to hold for some months before it can be marketed.

Beyond question the hardwood situation is in better shape than the general line of building woods, and even a normal trade will put almost every item of dry stock out of the market within the next few months. There is no possibility of manufacturers being able to produce enough hardwoods between now and fall to constitute an overstock, and prices consequently must needs remain firm. Even a good many varieties of low-grade lumber are moving fairly well.

The Eastern Forest Reserves

The Forest Service is arranging to definitely take up and analyze such properties as can be secured in the White Mountain

district and in the lower Appalachians to form a nucleus of the eastern forest reservations which were provided for by the bill that passed the last Congress. Under the provisions of this bill two million dollars will be available annually for a period of five years to take over cut-over lands that can be purchased at a reasonable price for the establishment of these parks.

The entire details are not yet worked out, but it is anticipated that a large quantity of depredated or semi-depredated land can be secured at a price of from two to three dollars an acre, which will form a nucleus for these reserves. After securing these properties, the first work of the Forest Service will be to co-operate with the several states in which the lands lie to prevent forest fires. It would seem logical that present owners of these lands should be willing to turn them over to the government at a very moderate price, even if only for the sake of preventing forest fires. The government's plan would protect not only the property purchased by it, but also the surrounding timber areas owned by individuals. The government is willing to purchase these properties at a reasonable sum and permit the original owner to take off the saw timber during a period of years, under certain restrictions of removal.

Of course, one of the main objects in establishing these reserves is to protect the sources of the principal streams which flow into the lower Atlantic and the Gulf of Mexico. It has been well demonstrated that floods in rivers can be materially lessened by holding back the flow in wooded and humus covered areas.

Again, it is figured that the investment will be a profitable one for the public at large if these properties can be protected from ever recurring fires by the establishment and protection of a new timber growth.

Individual owners have practically given up hope of attaining practical results in reforestry by their own efforts, as fire and taxation make such investments very unprofitable. It is to be hoped that the timber owners in both the White Mountains and the lower Appalachians will fully co-operate with the government and assist in establishing these forest reserves, which in no wise would militate against current or prospective lumber operations or the lumber business as a whole.

THE ARGUMENT

Somebody said, "This world is wrong;
There's no excuse for smile or song.
The blossoms on the bush or tree
Are all as false as false can be.
Since, like some unsubstantial friend,
Each brings his kindness to an end,
And scenes, however bright and gay,
'Neath chilling drifts must sleep some day."

And some one cried, "This world's all right.
The snows will vanish in a night;
The clouds that hang across the blue
Are bound to melt—they always do.
And blossoms, though they will not stay,
Return to cheer us on the way,
Old friends, whom time can ne'er remove,
Whose love with absence doth improve."

—Washington Star.

Efficiency in the Lumber Business

An esteemed correspondent comments on lumber affairs and lumber newspapers by suggesting that the lumber newspaper has one of the greatest chances on earth to educate its clients to improve methods looking towards added efficiency and consequent economies in the production and handling of lumber. He avers that a newspaper is simply a system whereby an editor may become an educator and multiply himself. He says that nearly every hardwood manufacturer carries on some detail of his business in a most admirable way, which, if exploited to the trade at large would enable others to improve their systems in one or more particulars.

The average manufacturer is too busy to pay much attention to what his neighbor is doing. He rarely visits his neighbors and remarkably few manufacturers ever make inspection tours through other plants throughout the country to discover what new wrinkle or improvement prevails at these operations. The correspondent believes that if a careful analysis of the operations of successful plants were made, it would reduce to a remarkable extent the manifest failures which constantly occur among lumber operating concerns.

He alleges that there is a kind of combined ignorance loose among hardwood manufacturers that impairs efficiency to an astounding extent. He cites the deduction of commercial agencies that ninety-five percent of all business ventures eventually fail.

Efficiency as applied to the lumber business may be figured out as the handling of a multitude of details in the best possible way. Lumber manufacturing constitutes an infinity of operations from the stump to the market, and while probably every manufacturer handles some of these details in an admirable way, he is weak on many others.

The correspondent quoted above kindly sends the RECORD a series of suggestions involving weak spots in lumber production and handling which he encountered in a number of trips, made for the purpose of purchasing lumber. The suggestions he makes are recited below:

"I find that in the average plant manufacturing switch ties, all lengths are delivered from the mill and dumped on to the loading dock together. When the loading is undertaken the labor cost is expensive in sorting out these lengths to fill the bills. The most approved method of handling switch ties is to sort them into groups of lengths and then they can easily be placed aboard a flat car without any extra handling. The best grouping is to sort the 10′ and shorter lengths into one pile; the 10′6 to 12′ into another; the 12′6 to 14′ in a third pile, and the 14′6 to 16′6 in a fourth pile. It surely is very simple to arrange a transfer track from the mill to a loading dock which would be convenient to the track and accommodate these various lengths. It usually requires but a small expense to arrange the dock and track in this way and it saves a considerable cost in rehandling.

"I find that many hardwood manufacturers are still piling lumber in 12′ or wider piles. I have made a careful analysis of weights on one-inch oak piled in twelve-foot piles and in six-foot piles. I find that 4/4 oak piled in twelve-foot piles weighed in 120 days 4,240 pounds, and the same stock piled in six-foot piles weighed 4,020 pounds in 120 days. Therefore it is demonstrated that the saving in freight alone fully compensates for the piling in narrow piles.

"I find there is a good deal of damage from season checking on 3″ and 4″ and over heavy hardwood stock. These thicknesses come from the sawmill slowly, and much damage is done by leaving the piles uncovered in process of accumulating. It does not cost much to keep freshly piled lumber constantly covered, and especially in hot weather. Stickers should be sized and the ends of the planks should be kept absolutely even to avoid warping and checking in the hangover. It costs but a trifle to take piling boards off the pile and put on a course or two and re-cover the pile.

"Considerable damage is also done to lumber by insecure pile

foundations. In starting a new yard a good idea is to build continuous pile foundations the full length of the alley. These can be made from hewn sapling logs flattened on two sides. They can be used the full length of the tree. In low ground posts or piles can be driven for uprights. This plan, when piling is thus handled, gives a place for roof boards and piling sticks off the ground, and maintains a neat appearing yard.

"I find that the waste about the average hardwood operation is caused more through carelessness in handling lumber than in actual manufacture. There is a great default in methods and manners of economy and efficiency. The average man does not seem to estimate the damage which accrues to him through letting lumber lie around uncovered and in miscellaneous piles about his plant. Many of them take very little care to pile lumber accurately and carefully.

"I find a vast amount of damage done to basswood, buckeye and sap poplar by staining in the pile. This can always be avoided or materially helped by using 2x4 dry hemlock or other dry hardwoods in lieu of the usual one inch piling sticks. Dusting each course with air slacked lime also materially militates against staining."

The criticisms and suggestions made by the above correspondent are timely and valuable, and the editor of the RECORD would sincerely appreciate suggestions from many other hardwood manufacturers covering any little matters of economy and efficiency that they employ and have found valuable in connection with the manufacturing and handling of their business. Manufacturers should recall that every time they help their neighbors to a suggestion looking towards economy and efficiency they are helping themselves.

A Suggestion

Several manufacturers and jobbers who are utilizing the RECORD'S bulletin service in a mail campaign for business are accompanying their stock lists and specifications of what they have for sale with a self-addressed postcard, on the back of which is printed a blank form, thus making a quick inquiry for prices on various items. This card reads: "Kindly quote us prices on the following items," and then a half dozen blank lines are printed which are divided into columns, headed, "Amount, thickness, grade, kinds." There is room at the bottom for the signature of the person making the request. It is an excellent little addition to the form letter and inspires a good many inquiries.

Canada's Tariff Relations

A pamphlet on the tariff relations of Canada just published by the Bureau of Manufactures of the Department of Commerce and Labor, brings out some points not generally considered in current reciprocity discussions. Three factors serve to complicate the commercial relations of Canada with various countries, first, British preference; second, special trade agreements; third, most-favored-nations treaties. The tariff itself is triple in form, with a separate column for the British preferential, the intermediate and the general rates of duty. The whole of the British empire, except Australia, enjoys the lowest preferential rates and negotiations are now in progress with that commonwealth. While the intermediate are not given effect by the tariff itself, they are offered by the Canadian government on terms of reciprocity. France benefited by this arrangement last year, but the remainder of the intermediate tariff is not yet in force. Other foreign countries not enjoying tariff concessions under either arrangement pay the duties of the general tariff column, the United States being included among this number.

The most-favored nations' treaties of Great Britain, binding also upon the colonies, further complicate reciprocity negotiations. Minister of Finance Fielding's resolutions in the Canadian parliament advise that if reciprocity with the United States becomes a fact, the rates of the reciprocity arrangement shall at once become effective as regards those nations to which were extended the reduced rates, as specified under the French agreement, without compensation. Comparatively little benefit would accrue to them, however, for the United States is chiefly interested in the articles of export to Canada which would come under the proposed arrangement. Canadian estimates claim that the reduction on imports of the United States would reach $2,500,000, as compared with a reduction of about $120,000 on imports from Great Britain and a little more than $30,000 on imports from the most-favored-nations.

Development of Canada's commercial relations is traced historically, the distinct tariff tendencies receiving emphasis. The Canadian attitude toward reciprocity is reviewed and comparative tables are supplemented, itemizing present rates of duty on imports into Canada from the United States, the reductions under proposed arrangement of the rates applying to the other countries of the world.

Lumber Sales Managers' Association

The officers and directors of the Lumber Sales Managers' Association met in executive session at the Hotel LaSalle, Chicago, on Saturday, April 8. The object of the session was to introduce a general discussion as to the growth and prospects of the association, which was organized February 23, last. The consensus of opinion was decidedly optimistic, and judging by the expressions of those present, the organization has made an excellent start. The following letter was framed and sent out to all present and prospective members, together with various other literature pertaining to membership:

LUMBER SALES MANAGERS' LETTER

On February 23rd last this association was organized at a meeting held at the Auditorium Hotel, this city, and immediately thereafter notice of proceedings of such was sent to a large number of the manufacturers and wholesalers in different sections of the country. We have received favorable replies in numbers, and memberships and applications on file at this date indicate an interest beyond expectations. We ask you to study carefully the objects of this association as outlined in enclosed copy of its Constitution and By-laws.

This association is to work on broad lines for the general welfare and betterment of the lumber trade. It is national in its scope, not confined to any one section, as evidenced by the memberships and applications already on file from following states: Massachusetts, New York, Pennsylvania, Ohio, Indiana, Illinois, Iowa, Wisconsin, Michigan, Kentucky, Tennessee, North Carolina, West Virginia, Missouri, Arkansas and Louisiana.

The benefits to be derived from the association are such as no other association can give. Article II in our by-laws shows the scope of the work handled by the various committees.

This association will bring results to the wholesaler and manufacturer who are eager to get, in reliable form, information regarding conditions, existing and prospective, in the different lumber markets.

This is not only an invitation to become a member, but also an earnest appeal for an expression relative to the value and necessity for an association of this character.

Your early response to reach us prior to the next meeting of the board of directors early next month will be appreciated

Yours truly,

LUMBER SALES MANAGERS' ASSOCIATION

ing has already been overcome, The difficult phase of organiz and with the present excellent nucleus made up of lumbermen of standing from all over the country, to work upon, it should be a question of but a short time when the Lumber Sales Managers' Association will have become a factor distinct in itself and of tremendous influence in all questions pertaining to the sale of lumber.

Exports and Imports for February, 1911

Advanced sheets from the Monthly Summary of Commerce and Finance, covering details of exports and imports for February, 1911, as against those for the same month last year, have just been received.

The report shows that wood and manufactures thereof were imported into the United States during February, 1911, to a total value of $2,752,272, while the figures for February, 1910, were $2,994,912.

Exports of domestic woods and manufactures thereof for the month of February of this year reached a total value of $7,447,550; for February last year the total amounted to $6,091,645.

Pert, Pertinent and Impertinent

What Every Liar Knows

That he has lots of competition.

That an unconscious liar deserves no credit.

That lying by the name of diplomacy smells no sweeter.

That most people do not care much for the truth, anyway.

That artistic lying is an accomplishment not to be despised.

That the most important part of lying is to know when to tell the truth.

The best way to get even is to forget.

Elbert Hubbard.

In Boston

"Where are you going, my pretty maid?"
"I'm going to Fishhook, sir," she said.
"And where may that be, my pretty maid?"
"At the end of the line, you jay!" she said.

—*Boston Transcript.*

Not Mary Garden

Mary had a little dance,
In a bad play called Sa-lome;
And everywhere that Mary went,
The good folks stayed at home.

—*Judge.*

Odd

That we should speak of wading through a dry book.

That one can make one's maiden proposal to a widow.

That a fellow can be in a girl's presence and yet be "gone."

That the more we think of some people, the less we think of them.

That the more people we get to help us keep a secret, the sooner it gets away from us.

—*London Opinion.*

The Hope of the Trade



May conciliation, compromise and common sense prevail.

Touching

Bach—"I suppose, old man, your wife still thinks she married a treasure?"

Benedict—"No, a treasury."

True Humility

"I suppose you are tempted to put on airs since you own a motor car."

"I should say not," replied Mr. Chuggins. "A man with a motor car puts in most of his life apologizing."—Washington Star.

You would doubtless be surprised if you knew what the people you sneer at think of you—if they ever give you a thought.

Tricks Any Husband Can Learn

To tell yellow from green in matching silk. To wash the dishes without breaking more than two. To keep quiet when he's spoken to. To face the cook when she's angry. To find out what ails the gas range. To stand in line an hour or two for two trading stamps. To set up his wife's brother in business. To get up winter nights to investigate "robbers." To smile when his old sweetheart's pictures are burned up. To drop his old friends because they are "vulgar." To give up coffee because it disagrees with his wife.—*Puck.*

Don't hold a dime so close to your eye that you can't see a dollar just behind it.

Guess Work

"It keeps a man guessing to find a good wife these days," remarked Mrs. Stubb.

"Yes," yawned Mr. Stubb, with a faraway look, "and after he finds her she keeps him guessing the rest of his life."

Why

Why do some otherwise unpolished Males
Spend so much time and money on their Nails?
Is it to get a Polish, or because
A Manicure knows manicurious tales?

Perhaps some married men talk in their sleep because that is the only chance they have.

Kentucky's Production and Utilization of Hardwoods

The Department of Agriculture through its Wood Utilization department of the Forest Service, has just issued a handsome pamphlet covering the wood-using industry of Kentucky. This work contains a mass of very valuable information.

The work shows that in 1908 Kentucky sawmills produced 658,539,000 feet of lumber. In addition 7,300,000 feet of timber were made into lath and shingles, and approximately 23,000,000 feet were consumed in the manufacture of staves, headings and hoops for slack barrels, and 52,000,000 feet were utilized in the production of tight cooperage stock. This aggregates nearly 741,000,000 feet of timber taken from the forests of Kentucky in that year, and does not include the heavy drain made in the annual supply of cross-ties, pulp wood, mining props, telegraph poles, etc.

The work also shows that Kentucky each year consumes 220,000,000 feet of her forest in the manufacture of wood into final form, and brings in from other states 191,000,000 feet additional, which is used in the production of baskets, fruit and vegetable packages, chairs, coffins, caskets, farm implements, furniture, handles, kitchen cabinets, musical instruments, pulleys, sash, doors and planing mill products, store and office fixtures, tanks and tubs, trunks, vehicles, etc.

That the drain on the forests of Kentucky is felt materially is shown by the fact that in 1907, the state produced nearly 913,000,000 feet of lumber, and that the decrease in a single year was nearly twenty-eight per cent.

In 1907 Kentucky ranked first as a producer of yellow poplar, but in 1908 it was reduced to third place.

The value of the timber crop in Kentucky in 1909 was nearly equal to the tobacco crop, which is exceeded only by the corn crop.

Kentucky utilizes in the remanufacture of its lumber almost as large a proportion of its output as do the states of Michigan and Wisconsin. It is one of the few large remanufacturing states of the South.

In the production of hardwoods, which involves the greater portion of the lumber production in Kentucky, the output of that state is exceeded only by that of two other states. This state therefore is essentially a leader in the production of hardwoods. Kentucky is first in oak and buckeye production and third in yellow poplar and sycamore production. It is fourth in hickory and walnut production; fifth in red gum production; sixth in beech production; seventh in chestnut production, and tenth in ash production. In the manufacture of tight cooperage stock Kentucky holds fourth place; in slack cooperage, ninth; in veneers, twelfth.

Kentucky's importance as a consuming state will be appreciated when it is understood that the quantity of wood utilized annually in manufacture is but little less than the state's yearly production of hardwood lumber. The consumption by the Kentucky wood users in 1909 was almost 410,000,000 feet. Of this quantity, 88,828,000 feet was oak; 68,856,000 feet hickory; 65,508,000 feet gum; 61,285,000 feet poplar; 40,140,000 feet yellow pine; 18,127,000 feet cottonwood, and 10,743,000 feet sycamore. The remainder of the lumber utilized was from white pine, cypress, basswood, beech, ash, hard maple, hemlock, soft maple, willow, elm, chestnut, buckeye, black walnut, birch, Spanish cedar, mahogany, red cedar, cherry, spruce and several of the minor woods.

It must be recalled that the area of Kentucky is about 25,600,000 acres, and its length from east to west is four hundred miles. For convenience, and for geographical reasons it is divided into three parts, eastern, central and western. This division is recognized not only by the people of the state, but by outsiders as well. The soils, products and features of surface are different in the different regions. Eastern Kentucky has forty-four counties situated in the mountain district and foot hills. The western region begins at the Mississippi river, and the transition from the low rolling plateaus into the rugged hilly uplands is gradual. Central Kentucky contains the Blue Grass region, the outer Blue Grass region and the lower region of the Licking river.

Kentucky is distinctly a hardwood state, and the forests are composed of many species of timber. It is probable that forests of few states surpass Kentucky in the many different kinds of merchantable stand which its timber areas afford.

Of the wood employed in the industries of Kentucky growing outside of the state, Tennessee supplied the largest proportion, nearly 50,000,000 feet or twenty-six per cent. Mississippi followed with twenty-one per cent; Arkansas, Louisiana, Missouri and Alabama came next in the order named and furnished respectively, seventeen, fifteen, nine and three per cent. Indiana, Illinois and Ohio together sent in a very small supply, not quite 5,000,000 feet. The lake states contributed a fraction less than one per cent of the woods consumed by Kentucky wood users, while the Pacific coast furnished about 2,000,000 feet.

Over one-quarter of the material purchased by the wood users outside of Kentucky was red gum. The most important quantity of wood used in the state is in the production of boxes and crating, which consumes nearly 110,000,000 feet. Following comes sash, door and planing mill productions with close to 80,000,000 feet; vehicle stock with nearly 40,000,000 feet; handles, 36,000,000 feet; pulleys and conveyors, 23,000,000 feet; vehicles, 20,000,000 feet; cars and locomotives, 15,000,000 feet; furniture, 15,000,000 feet; musical instruments, 12,000,000 feet; store and office fixtures, 10,000,000 feet; farm implements, 7,000,000 feet; chairs, 6,000,000 feet; basket, fruit and vegetable packages, 4,000,000 feet; table stands and extension tables, 3,000,000 feet; tanks and tubs, 2,500,000 feet; caskets and coffins, 2,000,000 feet; trunks, 2,000,000 feet; miscellaneous, 22,000,000 feet.

Louisville is the center of the hardwood industry of the state as well as the chief consuming locality of that commonwealth. Here is centered not only a considerable portion of the actual manufacturing of hardwoods, but it is the center of the capital that is distributed in hardwood production through a large area of the state. Again, Louisville is a great hive of industry and is the manufacturing center where is located thousands of industries consuming hardwoods.

This brief review will be a surprise to many who have never considered Kentucky as a large consumer of hardwoods. From the rate of increase in hardwood consumption of the state, it is fair to assume that within a very short time Kentucky will be utilizing more hardwoods than it produces, and therefore there will be an increased call from outside sources to supply the deficiency.

Uniformity in Forest Legislation a Necessity

A speaker addressing the Southern Commercial Congress at Atlanta, Ga., recently, made the following statement:

"You are producing too much lumber; you are making no profit; you are leaving a large per cent of your timber to decay on the ground; you should cut less lumber; run mills half time; raise prices so that you can make a profit; utilize the lower grades. Every thousand feet of lumber manufactured represents an average of price and value of $20 when placed on the market, eighty per cent of which goes for labor and supplies. For every thousand feet of lumber manufactured at least $20 is placed in circulation. If our states permit the owners of forest lands to leave twenty per cent or 2,000 feet of good lumber to the acre to decay on the ground, then the people lose the $40 which should go into their pockets. The owners also lose heavily and the state is deprived of certain revenue."

The need of public measures for the amelioration of this state of affairs is shown by the facts recited. The speaker's statement certainly is not too strong. He particularly entered a plea for more uniform laws as between the general government and the various states bearing upon forests and forestry. Another point particularly apropos is that the public benefits, which have accrued and are constantly flowing from the lumber industry because of the perversity of prevailing public sentiment, have thereby been crippled and stunted instead of aided and expanded. Many southern states have been the victims of self-imposed sacrifice in this connection, and it is notorious that these states by shortsighted legislative restrictions have been a stumbling block to such industries. While it is probably true that there is less waste than formerly from parts of trees left in the woods unused, it is hard to understand how the abuse can be directly regulated by legislation. It is a problem which must be solved on business principles, that is to say, that until this residue of refuse can be utilized at a profit, it will of necessity continue to be left in the woods as it has been. This condition can be remedied, in so far as legislation is concerned, through measures modifying the existing so-called anti-trust laws, under which manufacturers are denied the right to regulate their operations legitimately to that end.

A Unique Sales Office

The new offices of the Huddleston-Marsh Lumber Company, aggressive mahogany experts of Chicago, open up a new line of effort in the selling of fancy woods. The first thing that impresses one on entering the offices of this concern is the fact that it is ready to show you in a minute exactly what it can furnish. For illustration, just inside of the storm door is a handsome mahogany door panel, featured from the company's own stock. The private office of the two members of the firm is finished in a unique way and is designed with a view of demonstrating to a prospective customer the exact appearance of certain lines of stock. This office is shown in the accompanying illustration. It will be seen that in place of conventional wall paper and wainscoting, a series of panels has been arranged around the walls. These panels represent veneer manufactured from the different lines of domestic and foreign woods, and, in short, are an exhibit of the diverse lines of stock handled by the Huddleston-Marsh Lumber Company. The same idea is carried out throughout the office. The desks are of mahogany and the doors and trim of very high-grade woods, highly polished, giving the whole a comfortable and luxurious appearance.



R. S. HUDDLESTON, HUDDLESTON-MARSH LUMBER COMPANY, CHICAGO

The Huddleston-Marsh Lumber Company occupies a tract 200x120 feet in dimension, on which has been erected a shed 110 feet square. It is the policy of the concern to carry constantly on hand an average stock approximating 250,000 feet, which is a very handsome total considering the lines of wood carried. One can find veneers, panels and lumber manufactured from the finest logs of Tabasco, Cuban, East India and Mexican mahogany, which is the line in which this company specializes. It has just received a beautiful line of oak veneers and carries on hand a very representative stock of high-grade stuff of this type. Its assortment of black walnut and cherry lumber is sufficient to take care of the most exacting consumer.

In the miscellaneous lines of veneers, both cut and sawed stock, the Huddleston-Marsh Lumber Company always has on hand an excellent assortment of Circassian walnut, quartered and plain oak, cottonwood, poplar, birch and quartered gum, and carries also a considerable quantity of Circassian walnut lumber. The representative of the RECORD was shown a handsome lot of yellow pine glued-up panels of very striking figure. The company's sheds also always contain a good line of mahogany, oak, bird's-eye maple and Circassian glued-up stock.

The veneers and lumber of the Huddleston-Marsh Lumber Company are cut from its own logs, and it claims that its yard is within four to six days' shipment from point of manufacture. The Tabasco logs are supplied by the Otis Manufacturing Company of New Orleans, La.

Roderick S. Huddleston is the leading spirit of this aggressive firm and has been associated with the Otis Manufacturing Company of New Orleans for a number of years in various capacities. For many years he was Chicago manager and later secretary of this concern. J. G. Marsh was associated with his present partner in the Otis busines in Chicago. These two gentlemen have achieved a reputation for fair dealings and ability in the mahogany business centered at Chicago, covering a territory several hundred miles adjacent, which has made them a host of friends.

The concern has just engaged the services of D. W. Walker, who for many years has been associated with the mahogany trade of Chicago and adjacent territory. He will look after the outside territory business of the Huddleston-Marsh Lumber Company and has already taken hold in its interests.



J. G. MARSH, HUDDLESTON-MARSH LUMBER COMPANY, CHICAGO

Consumers of fancy woods and veneers considering quality and service paramount are most likely to be benefited by the excellence and variety of stock and the shipping facilities that have made the Huddleston-Marsh Lumber Company a factor in the trade.



NEW SALES OFFICES, HUDDLESTON-MARSH LUMBER COMPANY



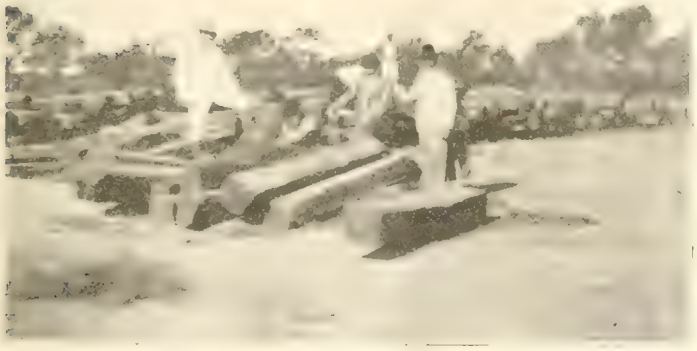
PRIVATE OFFICE HUDDLESTON-MARSH LUMBER COMPANY, SHOWING VENEERED PANELS

A Prominent Argentina Timber House

The accompanying photographs were secured by a Buenos Aires correspondent of the HARDWOOD RECORD, from Don Francisco Justo of that city, head of one of the largest timber concerns in the Argentine Republic. Two of the views, as well as a number of those illustrating articles on Argentine timber operations which will shortly appear in the RECORD were taken by Señor Justo himself, who is an expert in the use of the camera. Much of the information in the articles referred to was also furnished by him, so that it may be received as thoroughly authentic, and not conjectural upon the part of some botanist or government collector of statistics.

The firm of F. D. Justo & Co. has large timber holdings in northern Argentina, the camp during certain seasons; some of them are of hickory, being exported to Argentina from the United States, by factories which make them up in this pattern, exclusively for the Argentine trade.

F. D. Justo & Co. have not much faith in Argentine timber as an export proposition, with the exception of *quebracho*, believing that the forest wealth of that country will be needed at home as fast as developed, and that although many of the woods show exceedingly attractive qualities—they are not those which are found in sufficient quantities to make their importation into the States or Europe advisable from an economical standpoint. Any promotion scheme with this object in view would undoubtedly meet with disaster.



HEWN LOGS OF QUEBRACHO COLORADO



TYPE OF CART USED IN THE COUNTRY DISTRICTS

pictures having been taken in the Province of Santiago del Estero; the company has large yards at Buenos Aires, to which point its output is sent for distribution. The right-hand illustration is run merely to show the odd type of cart used in the country districts, for hauling all sorts of materials. The huge wheels, varying from six to nine feet in height, are much in vogue, partly on account of custom dating back probably a hundred years, and partly because of the fearful condition of roads

Señor Justo is a type of the progressive Argentine business man—always ready to dispense information and hospitality to foreigners, and ever on the lookout for new ideas in his line which may be worth introducing into that country. Incidentally, he is a large consumer of E. C. Atkins & Co.'s saws. Señor Justo's two sons are being educated in the United States—for whose educational and business institutions their father has the highest respect.

Details of Government Plans for Establishment of Eastern Forest Reserves

The Department of Agriculture announces, through a circular, that it is ready to begin operations looking to the purchase of land by the National Forest Reservation Commission created under the Weeks law.

This law was passed with special reference to the creation of national forests in the Appalachian and White mountains. Under it the secretary of agriculture is to examine, locate, and recommend to the commission for purchase such lands as in his judgment may be necessary for regulating the flow of navigable streams. The circular is intended to give information to the public as to where and what kinds of land are wanted. Owners of land, who wish to sell such land as would be considered by the government, are expected to make their desire known to the Forest Service, which will conduct the work for the department of agriculture.

The law is not restricted to particular regions, except that lands may be bought only in the states whose legislatures have consented to the acquisition of land by the United States for the purpose of preserving the navigability of streams. The states which have already taken the necessary action are Maine, New Hampshire, Maryland, Virginia, West Virginia, North Carolina, Tennessee, South Carolina, and Georgia.

The first lands to be examined for purchase will be in the Appalachian and White mountains, which because of their altitude, steepness, and lack of protection, are in a class by themselves. The area which is believed to need protection is much larger than the government can purchase. Much difference exists, however, between different parts of the region. Careful examinations which have been going on for the last ten years have proven that the conditions which affect stream flow to an extreme extent are to be found in relatively limited areas, which are scattered more or less widely. By careful selection it is believed that much can be done for the permanent improvement of the watersheds with the purchase of a relatively small part of the land.

The kinds of land which will be considered for purchase, if they lie within the designated areas, are set forth by the circular as follows:

Timbered lands may be bought either with the timber standing on them or with reservation by the owner of the right to cut the timber under certain rules to provide for perpetuation of the forest. These rules will form a part of the agreement for the purchase of the land. Since, however, the government can not pay high prices, it is not regarded as probable that much land bearing a heavy stand of merchantable timber can be bought. Culled and cut-over lands may be bought, as well as land covered with brush which is useful for watershed protection, burned land, and abandoned farm land, whether cleared or partially or wholly covered by young timber growth. Good agricultural lands will not be considered. Owners may reserve the right to remove valuable mineral deposits which are known to exist.

Proposals will be received for small as well

as for large tracts, although small tracts can be examined only where the purchase of a considerable total of land in the same neighborhood is under consideration. With regard to the price which can be paid, Secretary Wilson indicates that the policy of the commission will be to make the money available go as far as possible. "For the most part," he says, "we shall have to buy cut-over lands or lands without much merchantable timber. I want to make it plain at the start that I shall recommend this class of land only when it is offered very cheap. Proffers of land at exorbitant prices will not be considered. I am frank to say that I hope to see a great deal of public spirit manifested by land owners. I expect some lands to be offered at merely nominal prices in order to aid the government in getting well started upon this wise and necessary policy.

"The lands acquired by the government will be held as national forests. They will be protected from fire and the growth of the timber will be improved as much as possible. The lands will not be game preserves, but will continue to be open to the public for hunting and fishing in accordance with the laws of the state in which they are situated. All their resources will be available for the public under reasonable conditions. Another point which I wish to emphasize is that we are not going to take from people their homes in order to put the lands into national forests."

The areas within which offers of land are desired are set forth in detail in the circular of the Forest Service. The approximate location of these areas is as follows, although Secretary Wilson warns those wishing to offer land that they should first secure the circular in order to see whether their holdings fall within the more detailed areas therein indicated: in New Hampshire, lands in the White Mountain region; in Maine, lands in a portion of Batchelder's Grant in Oxford county; in Maryland, a portion of the western part of Garrett county; in Virginia, parts of Shenandoah, Rockingham, southwestern Warren, western Page, northern Bedford, eastern Botetourt, southern Rockbridge, southern Washington, Smyth, and Wythe counties, and western Grayson county; in West Virginia, parts of Pendleton, Hardy, Randolph, and Pocahontas counties; in Tennessee, parts of northeastern Johnson county, Cocke, Sevier, Blount, and Monroe counties; in North Carolina, parts of Wilkes, Caldwell, Wautauga, Buncombe, Yancey, McDowell, southwestern Mitchell, Haywood, Swain, Jackson, Henderson, Transylvania, Macon, Clay, Cherokee, and Graham counties; in South Carolina, a part of Oconee county; in Georgia, parts of Rabun, Habersham, and White counties.

Utilization of Sawdust in Germany

Important commercial results have not been obtained in Germany up to the present time from the manufacture of briquets from sawdust, according to Consul Generals A. M. Thackara and R. P. Skinner, as stated in the Daily Consular and Trade Reports, although numerous patents have been granted for the purpose and efforts made to apply certain of the processes. The earliest and most extensive applications of the various methods are probably the following: First, the briqueting of sawdust preliminary to its being charred or distilled; second, the manufacture of fuel briquets from charred sawdust and from the dust and refuse of the charcoal industry; third, in more recent years, the briqueting of sawdust proper for fuel purposes.

The refuse from sawmills, which is about half sawdust and half slab pieces, etc., say the consul generals, must generally be disposed of at the place of production, as its comparatively low value would not permit of its economical transportation for any great distance. As much of the refuse as possible has heretofore been used as fuel for the boilers furnishing the steam for running sawmills and on tram roads for transporting logs, but the greater part has usually been burned directly without profit. It has even been found necessary, at times, to provide and maintain special ovens or furnaces in order to get rid of the waste products.

To avoid expense and to dispose of the sawdust at a possible profit, attempts have been made to use sawdust in the production of wood alcohol and charcoal. These efforts have met with comparative failure because the sawdust in Germany, coming mostly from the coniferous wood varieties, produces but little wood alcohol and pyroligneous acid, or even comparatively little tar and other distillation products, so that the resulting sawdust charcoal has but little commercial value. Technical reasons also hindered the distillation.

The report goes on to say: "The delay in the manufacture of fuel briquets from sawdust is doubtless due to the many industrial applications of wood alcohol and charcoal in the past, together with the comparative scarcity and high prices of wood from which these products may be obtained." Another reason is that the briqueting of hard and soft or brown coal, an even peat, is so highly developed in Germany that formerly sawdust briquets could not compete favorably with other fuels, especially since the caloric strength of the sawdust briquets is comparatively low. Several patents for briqueting sawdust directly as fuel have been granted, and certain firms manufacture machines which are more or less adapted for this purpose; but, as stated before, important commercial results have as yet not been attained. The purpose of the different processes, generally, is to make the sawdust more available as fuel for the boilers of the sawmills, although it is also intended to produce the briquets for household and other industrial purposes.

A briquet machine especially intended for briqueting sawdust is that known as the Arnold system press and is intended to be used in conjunction with a sawmill plant. The sawdust is drawn by air suction through heated tubes and elevators into a revolving drying cylinder which is composed of an outer and an inner jacket, between which a circulation of hot steam is maintained, by which the temperature of the sawdust is raised to approximately 40 degrees centigrade or 104 degrees Fahrenheit. This temperature, besides reducing the original moisture contents of the sawdust from about thirty-five per cent to about twelve per cent, also partly dissolves the resin and tar products, which act as a binder after the sawdust has been transmitted to the press proper.

The heated sawdust is carried by means of rotating shovels in the drying cylinders into elevators which raise it to a secondary drying apparatus in the form of a heated box placed over the press. This is open at the top and is heated by means of steam circulation in the double bottom of the drier. The remaining moisture is here evaporated and the sawdust is forced through a wide funnel, also heated, into the mouth of the briquet press. The latter is a so-called toggle-joint machine, the lever of which makes twenty-four strokes per minute and at each stroke carries enough sawdust to make one briquet. The briquets are pressed out at the end of the mold into a metal cooling trough from which they are transported to the storage rooms.

Another briqueting system which is primarily intended and is being used for briqueting iron ores and metal waste of foundries and machine shops without binding material, is that of A. Ronay. This system also provides for a preliminary drying of the sawdust. Several patents are also extant for briqueting sawdust with the addition of special binding materials but as far as known no technical applicaton of these patents has as yet been made.

Oak as Adapted to Cooperage

The buyers of cooperage stock raise two points, in which they claim red and white oak differ as to adaptability for their specific purpose. One of these is in the structure of the wood and the other in the sap. The sap of red oak timber possesses certain properties which are at variance from that of the white oak, and even among the different species of white oak there seems to be considerable variation. The most discriminating buyers in the foreign market are insistent upon the delivery of a certain species of white oak, claiming that they get from it those acids or qualities of sap which best combine with the liquid contents of the packages to effect the most desirable coloring and flavoring of the beverages. The wood structure itself is, however, of prime importance, and it is this characteristic which makes white oak more desirable than the red variety in the cooperage industry. Red oak is more porous and, as a consequence, greater difficulty is experienced in properly filling the pores with glue or silicate to render the wood impervious to moisture. The glue seems to penetrate right through. While it is probable that some day a filler will be put on the market which will successfully overcome this difficulty and that chemical coloring and flavoring of beverages will be more highly developed, still at present white oak is in far greater demand for most kinds of packages to contain liquids of any value.

Veneer Cost Accounting

By BURDIS ANDERSON

Years ago, when logs were worth about half their present value, when labor was ten to twenty per cent cheaper than it is now, when almost everything required for manufacturing veneers cost much less than at present, and the selling prices of veneers were about the same that they are today, cost accounting in a veneer factory was not such a vital necessity as it now is, and therefore received far less attention.

The changed conditions in the veneer business recall one of "Old Gorgon Graham's" letters to his son; he wrote, "When I started in the packing business it was all straight sailing—no frills—just turning hogs into hog meat—dry salt for the niggers down south and sugar cured for the white folks up north"—"We didn't have to know fractions to figure out our profits. Now a merchant needs astronomy to see them, and when he locates them they are out somewhere near the fifth decimal place."

With a narrowing, and in some cases completely eliminated, margin of profit, systematic and accurate figuring of costs became absolutely imperative, and among the chief purposes of the National Veneer & Panel Manufacturers' Association, organized in December, 1905, have been investigation, education, and the dissemination of information along the lines of cost accounting for veneer and panel factories.

All sorts of methods have been devised for figuring costs of veneers, and hardly any two manufacturers use similar systems. A novice in the business usually figures that, since the log rule makes liberal allowance for slabs and saw kerf, all of which is cut into veneers, the cost of veneers of any thickness is easily ascertained by getting the average cost per thousand feet of logs manufactured into veneers and dividing by the number of veneers required to make one inch in thickness. A very little experience convinces one that such cost is utterly ridiculous, and that the log rule makes allowance for hardly half the waste resulting from the many operations required to turn logs into merchantable veneers.

The next effort to figure costs may be to find the average manufacturing cost by taking the total of all operations and general expense accounts for a fixed period, and dividing by the total number of feet of veneers of all kinds and thicknesses manufactured during the period; then, to find the total cost per thousand feet of each thickness of veneers produced, the estimated log cost for each thickness is added to the manufacturing cost. This method of figuring shows the cost of manufacturing all thicknesses of veneers to be precisely the same, which is evidently absurd, since, with the same operating expense, a machine may turn out three times as many surface feet of thin stock as of thick stock in a given time.

The balance sheet will demonstrate, eventually, that such "cost accounting" is not only worthless but positively dangerous; so the next plan adopted is likely to be that of keeping careful records of all the logs, labor, time of machines, and the exact proportion of any and all expenses entering into the production of each thickness of stock manufactured. Where such records are accurate, they show the true cost of each thickness of stock, regardless of quality, size, or kind of wood; but, as rotary cut stock is usually sold on orders for special sizes and specific grades, this system of keeping account of costs affords hardly any reliable data upon which profitable selling prices can be intelligently figured.

When all other methods of figuring veneer costs have been proved to be incomplete and unsatisfactory, we arrive at the inevitable conclusion that reliable and accurate veneer costs can be ascertained only by means of some system that provides for a separate, detailed record of the cost of each order or lot of stock produced. Any such cost accounting system for a veneer factory requires a great deal of routine work and much careful attention, but it shows the approximate cost of each grade, size, and kind of stock manufactured, and helps greatly to place the factory on a substantial business basis, which, without accurate information as to costs, is impossible.

While the systematic and intelligent figuring of veneer costs is not generally practiced, and cost accounting systems are in process of evolution, many decidedly discouraging experiences are likely to arise from the fact that any manufacturer who inaugurates a complete system and ascertains to a nicety the cost of each item that he manufactures, may meet intelligent competition and find it difficult to obtain profitable prices, or even cost, for many items of his product.

Until unreasoning and ignorant competition is eliminated, there will always be some unsophisticated tyro or self-sufficient ignoramus to go merrily on his precarious way basing prices upon visionary theory, vain hope, imagination and guesswork, as irresponsibly happy, and as blissfully ignorant of real conditions, as a crazy canary advocating vegetarianism at a cat's convention.

Through the efforts of our association and the influence of our friends among the trade papers, a considerable interest in cost accounting has been aroused among veneer manufacturers; but an ideal cost accounting system, acceptable and satisfactory under all conditions, is yet to be formulated.

The Price of Veneer Door Stock

Unfortunately there is a general demoralization of prices in all lines of rotary cut veneer stock. It is unfortunate because no one is benefited by these demoralized prices. For example: One-eighth inch birch door stock, No. 1 face, required for five cross panel doors is selling for ten dollars and less. To afford any reasonable profit in manufacture, the price should be at least twelve dollars. This price would mean twenty per cent more to the veneer manufacture and add two to three per cent to the cost of doors. Surely an extra price of even five per cent on the cost of doors would not militate against house building in the least. The present absurd price on veneer stock means the pauperizing of the veneer industry, and redounds to the benefit of neither the door manufacturer nor the ultimate consumer.

Undoubtedly today there is too much capacity to keep all the veneer mills running full time, but no individual mill can be permanently benefited by cutting prices and attempting to "hog" the whole business. This system simply means forcing all the mills to operate at one-half capacity or less at prices that show no profit. Today twelve or fifteen mills are selling about ninety per cent of all the commercial rotary cut birch, and are making prices that fall fully twenty per cent below legitimate values.

Are the rotary cut veneer producers big-soul philanthropists, or are they a bunch of pig-headed pikers? The answer is up to the "bunch."

Oak Veneer Panels Make Trouble

The following account was recently given in the Building Age, being sent in by a reader from Winnipeg, Can., who is interested in the building trades, particularly the carpenters' section. The question that he asks will undoubtedly prove interesting to others as well as himself:

I have had occasion to make an oak veneer panel 3 ft. 3 in. by 7 ft, in size and 1¾ in. in thickness which would neither shrink nor warp. I proceeded to make it in the following manner: Taking the core out of ½ by 10-in. pine, I cut the center board and the veneer 7 ft. long. The other portion of the core ½ by 10 by 10 in., to be most explicit, would be ½ in. by 7 ft. by 10 in. I next glued up all the material, making four pieces of five-ply 1¾ in. by 10 in. by 7 ft., and put them into the press, where they remained for 18 hours in an average temperature of 65 degrees F.

After taking out of the press, I placed the pieces on the jointer, that each piece should be perfectly straight and true on the face. I next jointed the four pieces up to make my panel 3 ft. 3 in. by 7 ft., strengthening the joint by grooving full length through the center ½ in. wide and an inch deep, where I inserted an oak tongue ½ by 2 in. in cross section and 7 ft. long. Everything seemed most satisfactory and I proceeded to glue the four pieces together, placing cramps across the panel to secure the joint until dry and standing it against a post in an almost upright position until the next day—a matter of 14 hours. On taking the panel to the bench for the purpose of cleaning up, I noticed it was not straight in the length, being ¼ of an inch regular curve, whereas the night before, when I glued it up, it was perfect.

I am at a loss to understand why this change should take place, as the material was dry and built up into five ply. Thinking, perhaps, the moisture caused by the glue or the strength of the veneers might have had something to do with it, I put the panel on the bench, convex side up, forced it to a concave,

[illegible] that way for 36 hours in a temperature of about 50 degrees F. At the end of that time it was not materially [illegible]—just about ¼ of an inch off the straight.

Method of Veneer Cutting

The methods of cutting veneers, either right or wrong, is as different as day is from night. Some of the greatest difficulties were recently discussed by a number of veneer men. They argued that when veneer stock came from the knife uneven on the surface, it could be made flat in the drying, while others claimed that it first had to be cut even in order to make it lie flat.

The latter way is the only correct method. The difficulty if corrected at the knife, will give the best results. The veneer is cut and scored in the center during the process of cutting. The tendency of veneer is to diverge as it leaves the knife instead of moving in a straight line, the cause of this being due to an uneven cut at the knife, or an improper adjustment in the tension bar.

On placing a long log in the veneer, it will have a tendency to buckle in the center, which cannot be noted by the naked eye. A hair's breadth will have the effect of cutting the veneer uneven, or if made in two pieces, will cause it to run crooked as it leaves the knife. The tension of the log increases directly in proportion to the length, consequently the tendency to buckle will be greater. The smaller the circumference of the log the more effect this will have. Thus as the knife gets down to the core, the more this tendency will be noted. There is but one satisfactory method of overcoming this tendency, and that is to adjust the pressure bar. Different logs vary so greatly that the pressure bar has to be adjusted or regulated accordingly, as some are more rigid than others.

Various veneer cutters have many times been confronted with this difficulty. This suggestion may perhaps enable some to overcome the trouble.

Veneer Notes

J. H. Monteath Company, for years prominent in the New York City foreign hardwood lumber and veneer trade, with yards at Seventh and Lewis streets, Manhattan, has just organized a branch at Auburn, N. Y., under the same style, with a capital stock of $100,000. The Auburn branch will be known as the selling end of the Monteath company's business, and is organized to capitalize and recognize the long and valued services of the gentlemen who have been identified with the business for so many years. F. E. Pitcher of Brooklyn, H. T. Dayton of Auburn and J. H. Monteath of Elizabeth, N. J., are the incorporators. No changes will be made in the conduct of the business and the New York premises will be continued as formerly.

* * *

The Southern Veneer Manufacturing Company of Louisville, Ky., has recently filed amended articles of incorporation increasing its capital stock from $25,000 to $50,000. The company's plant was burned last fall, but has been rebuilt with enlarged capacity.

* * *

The Baton Rouge Veneer Company of Baton Rouge, La., will rebuild its plant which was recently destroyed by fire. The company will install sawmill, veneer and box shop machinery, and will have a daily capacity of one car of box shooks.

* * *

The Standard Veneer & Door Company is a new concern at Richmond, Ind. The company contemplates the erection of a factory for the manufacture of veneered doors, etc.

* * *

C. A. and A. E. Hall of Dothan, Ala., have recently purchased about 200 acres of land on which they are planning to erect a large veneer manufacturing plant. About $10,000 was paid for the property.

* * *

The Eli D. Miller Company of Evansville, Ind., will enlarge its plant and engage in the manufacture of buffets, sideboards, etc., in addition to its regular line of furniture.

* * *

A new piano case manufacturing plant has been installed by the Laffarge Company, 134th street and Southern boulevard, New York, N. Y. The equipment is said to be of the latest type and operated by electric drive. In the future the company will make its own cases.

* * *

The Knoxville Veneer Company, which was recently organized at Knoxville, Tenn., is at present operating one of the most up-to-date plants in the country, cutting all kinds of woods. The shafting is all on the first floor, the balance of the floor being used for shipping and storage rooms. The second floor contains the machinery and dry room. As was announced in a recent issue of the RECORD, P. B. Raymond is president of this concern. Mr. Raymond has had about thirty years' experience in the veneer trade.

* * *

T. C. Beach & Co. of St. Johns, Mich., recently was incorporated with a capital stock of $10,000. The company will erect a factory for the manufacture of sectional furniture specialties.

* * *

A new concern for Saginaw, Mich., is the Saginaw Basket & Veneer Company, capitalized at $40,000.

* * *

The erection of a match factory is being planned at Springfield, Ore., by Paul Bettelheim. He states that final arrangements have not yet been made and also that he is interested in machines for cutting veneer for match splints and would like to get in touch with any manufacturer of this machinery.

* * *

Two warehouses of the J. F. Conant Company of Two Rivers, successor to the Two Rivers Woodenware Company, were destroyed by fire on April 3, resulting in a loss of $25,000, partly covered by insurance. The buildings were filled with veneer, pails and other finished goods. The company had recently conducted a realty sale to increase its funds and enlarge its plant, and plans had been completed for the erection of new buildings.

* * *

The large hardwood lumber and veneer business of W. L. Marshall, 439 East Tenth street, has been incorporated under the same style. The incorporators are W. L. Marshall, W. P. Maloney of New York City and L. Kranz of Brooklyn. No other change is contemplated in the business.

Some Phases of Handle Manufacture

BY H. B. ALEXANDER

ELECTRIC MOTORS FOR HANDLE FACTORIES

While the exponents of electric drive prescribe the installation of electric motors as a cure for all the troubles of the woodworker, the application of motors in the handle plant would be of doubtful benefit in my mind. At present our factory is equipped with this power, but there is a grave doubt as to the possibility of economizing in this way.

Analyzing the situation, it seems that our installation is wrong to begin with. We are using one thirty-horse motor to drive our line shaft for nearly all our machines and one motor on group plan and one on an individual drive. I am confident that we waste at least six horse-power on this line shaft, as it carries a number of large pulleys and has ten bearings, in addition to being heavy itself. You must drive a shaft at 375 r.p.m. in order to get the proper speed at the machines and our biggest trouble is to keep the drive belt from slipping. Further, the pulley on the motor is only ten inches in diameter, which, in the opinion of the writer, is too small a pulley to transmit that much power. We find it is necessary to run a very tight belt to get results, and it seems to us that the trouble lies in the speed of the motors. In order to get the rated horse-power, it is necessary to run at a high rate of speed, and for this reason the pulleys with which they are equipped cannot safely be much larger. With the two five-horse-power motors we find it necessary to increase the size of the motor pulleys from four to eight inches to get any results at all, as with the small pulleys the belts could get no purchase whatever. The load on either one of these motors would not require more than three horse-power, while with the size pulleys which we are now using we can get power enough. This may result, however, in the

motors burning out, but of course it is necessary to get the power.

There is no question as to the cheapness of electric power. But the question arises, is it possible to get motors of the proper horsepower which will have pulleys large enough to give the proper purchase to the belts to carry the load? The main saving would be in the elimination of the necessity of shutting down the entire plant when one unit becomes incapacitated, as is necessary in driving a series of machines from a line shaft. Another great saving would be in belts. The ones which at present wear most quickly are those connecting the line shaft to the counter shaft, which would be entirely dispensed with by adopting a direct drive. In addition, a saving of a multitude of repairs and belt hooks will be effected, as well as a vast cutting down on the oil bill.

To the prospective investor in motors, the question as to whether or not the motors will stand up for any length of time under the strain, naturally arises. If he will be compelled to pay for extensive repairs, or for the installing of new motors in a short time, all the advantages which he has gained will be more than offset. The only way to demonstrate this satisfactorily is to try it, which plan is being adopted by us and numbers of other establishments all over the country. It is an easy matter to keep an accurate record, and in a short time one will know whether or not it will pay to install the complete equipment.

* * *

The broom handle trade is beginning to feel the effects of the rush of last fall. At that time it was impossible to supply handles fast enough but the condition which prevails now is quite the reverse. This, in my opinion, does not indicate that there are not just as many brooms being used now as there were, but there are a great many small handle factories which have started up recently with the idea of profiting by the rush of orders, and these have worked a great injury to the market in general. Prices probably have not been materially affected except in the low-grades, as these small concerns turn out a large percentage of low-grade handles.

Hardwood Record Mail Bag

Seeks Dimension Stock in Birch and Ash

The RECORD is in receipt of a series of dimension sizes in birch and ash which are sought by a leading Chicago furniture manufacturing house. Any one interested in figuring on the requirements of this institution can have the several lists on request. EDITOR.

Praises Record Advertising Service

New York, March 29. Editor HARDWOOD RECORD: You will recall our previous ad "Sap Gum." We are still getting replies and a great many of the inquiries are from Canada. We are satisfied the space in your paper is paying and paying well.

Thanking you for past favors, we remain,
HAMILTON H. SALMON & CO.

The Original Band Saw

Charleston, W. Va., March 23.—Editor HARDWOOD RECORD: The old and original Hoffman band mill is standing here on the bank of the Elk river. You will recall that Mr. Hoffman invented the band saw and sawed lumber on this equipment up to his death at the age of eighty-seven. It seems to me that the Allis-Chalmers Company ought to buy and preserve this mill as a matter of historical interest to the lumber industry. While Mr. Hoffman was the inventor of the original band sawmill, he never had it patented. J. W. T.

The suggestion of the above correspondent concerning the historical value of the original Hoffman band mill should appeal to the Allis-Chalmers Company or some of the other leading producers of band mills, and certainly this first type of band mills should be preserved as a matter of historical interest to the lumber trade.—EDITOR.

Seeks Persimmon and Dogwood Logs and Oak Strips

London, E. C., March 22.—Editor HARDWOOD RECORD: We are in the market for persimmon and dogwood logs for manufacturing shuttle blocks, or we could buy shuttle blocks ready sawn in large quantities.

We are also in the market for plain oak 1x4", 4¼ 5 and 6", fit for converting into flooring. Can you put us in touch with some of your friends who would be able to supply these requirements?

——— & Co., Ltd.

The above letter is from a prominent London lumber and timber importing house, and anyone interested in filling these requirements can have the address on application to RECORD. EDITOR.

Return of Biltmore School

Damstadt, Germany, March 13.—Editor HARDWOOD RECORD: We, the Biltmore Forest School, numbering some fifty-five teachers and students, are about to return to the United States on the steamer New Amsterdam. Promptly on arrival in the States we shall take up our work in the New York state forests in the Adirondacks. C. A. SCHENCK, Director.

Wants Thin Quartered Sycamore

New York, March 29 Editor HARDWOOD RECORD: We are in the market for 75,000 feet of 5/8" common and better quartered sycamore, sap no defect, delivery on New York freight rate.

Kindly put us in communication with anyone who would be glad to figure on this order.

——— Company.

The above letter is from a prominent New York jobbing house, and anyone interested in figuring on this order can have the address on application.—EDITOR.

Lumber Lore

The RECORD is in receipt of the following communication from a prominent hardwood manufacturer of Ohio, treating on the subject of sound wormy chestnut.—Editor.

Columbus, O., April 4—Editor HARDWOOD RECORD: I enclose a memorandum on the subject of chestnut that might be of interest to buyers and salesmen who don't know what sound wormy chestnut means. A lot of boards which would actually grade No. 2 common and No. 3 common, if graded on a clear cutting basis, would suit the requirements of wormy chestnut better than some other boards which would actually cut two-thirds clear except for pin worm which makes them No. 1 common, but would have open defects that would condemn them for the purposes for which sound wormy chestnut is wanted.

——— Lumber Company.

The article referred to is as follows:

TO REPRESENTATIVES.

We call attention to your specifying sound wormy chestnut No. 1 common and better. Note that rule for No. 1 common demands two-thirds clear cutting, the balance of the board can have unsound defects, which is clearly No. 1 common but it won't suit the trade in sound wormy chestnut.

If you will quit saying No. 1 common and better and say sound wormy we will ship boards that won't cut to two-thirds clear except for pin worms but will be largely sound and please the trade better than above specifications.

Sound wormy chestnut means just what it says, largely sound; wormy chestnut means something else, as it cuts two-thirds sound; No. 2 common and better means practically the same as wormy; No. 1 common and better pin worm holes means something different.

Now let us sell it under one of the three following specifications: Wormy as per the National Hardwood Lumber Association's rule; No. 2 common and sound wormy as per the Hardwood Manufacturers' Association's rules, or sound wormy, as per above description, and cut out No. 1 common and better, pin worm holes no defect

Situation Looks Good in Michigan

The following communication relative to the condition of hardwoods in Michigan has been received from the office of the Michigan Hardwood Manufacturers' Association at Cadillac:

Cadillac, Mich., April 3, 1911.—Editor HARDWOOD RECORD: Hardwoods in Michigan are looking good with a large part of the upper grades contracted ahead. Of course No. 3 common is a stickler and we are trying to educate our members to find other uses than those at present for this grade. Various large concerns are sawing a considerable amount of their maple and birch into railroad ties and are pleased with the outcome. J. C. KNOX, Secretary.

Wants Hard Maple

Philadelphia, Pa., April 5.—Editor HARDWOOD RECORD: We are desirous of buying hard maple of 4/4, 5/4, 6/4, 8/4, 10/4 and 12/4 thicknesses for prompt shipment. We have not been able to locate all we want and would appreciate it if you will put us in touch with firms manufacturing this line of stock.

——— Lumber Company.

The above correspondent, which is a Philadelphia concern of good standing, has been supplied with a list of the leading hard maple producers. Any others interested can have the address by writing the RECORD.—Editor.

Interested in Wagon Hickory

Indianapolis, Ind., April 5.—EDITOR HARDWOOD RECORD: We are interested in hickory lumber or dimension stock for carriage woodwork, and ask if you publish a list of mills sawing this class of material.

HARDWOOD RECORD has furnished the writer with a list of manufacturers of the above material, and will be pleased to supply the address of this consumer to anyone interested.—Editor.

Texture in Lumber

[illegible] is in receipt of the following [illegible] from a prominent concern of [illegible]:

[illegible], Ind., April 3.—Editor HARDWOOD RECORD: [illegible] your last issue [illegible] by "texture" as applied to lumber.

[illegible] Lumber Company.

The common definition for "texture" as given in the dictionary applies to the method [illegible] of the fibers or filaments of [illegible] which is built up in this way. As applied to lumber or wood, "texture" will depend upon the concentric annual rings, the size of the pores and their distribution, and the degree of straightness of grain. For instance: A wood which has shown an even and not too rapid growth will have even rings, not very widely separated, and if this same wood contains not too large pores and is naturally straight-grained, it will necessarily have what is termed a "fine texture," as for example a piece of straight-grained oak which has not grown too rapidly. On the other hand, hemlock can be cited. Everybody knows how difficult it is to get a suitable surface and high polish on this wood. We believe this answers the question.—Editor.

Hardwood Record Bulletin Service Endorsed

The following letter from a handle concern of Ohio gives a very fair idea of the sentiment regarding the HARDWOOD RECORD Bulletin Service, as it generally prevails among the consumers of hardwood lumber:

Piqua, Ohio, March 31.—Editor HARDWOOD RECORD: We notice your advertisement with reference to listing hardwood users. We are constantly in the market for various sizes of dimension stock, also hardwood lumber, and are anxious to secure 4/4 plump hard maple and birch, firsts and seconds, and 6/4 hard maple firsts and seconds, preferably 12 foot. We are also constantly in the market for clear, sound hardwood, birch, beech and maple dimension stock, reasonably straight-grained and thoroughly seasoned.

— —— Company.

This concern has been supplied with a list of manufacturers of the above stock. Any others can have the address of the inquirer by communicating with this office.—Editor.

Buffalo Lumbermen in Favor of Reciprocity

A Buffalo periodical publishes an editorial from Maurice M. Wall of the Buffalo Hardwood Lumber Company, and president of the Buffalo Lumber Dealers' Association, which is herewith reproduced.

Buffalo lumber manufacturers and dealers seem to be a unit in the opinion that they distinctly favor the adoption of the reciprocity measure between Canada and the United States now pending before Congress.

When the Chamber of Commerce held its membership meeting to consider the Canadian reciprocity agreement, no element in the community was more interested in the determination reached by the membership on this question than those engaged on this side of the Niagara frontier in lumber and its allied interests.

A broad consideration of the question, since that meeting, has proven that the lumbermen, as a whole, in Buffalo and vicinity are heartily in favor of this pact. Isolated cases may exist where a few firms feel that their interests may be jeopardized to some extent by the abrogation of import duties, but the sentiment is best expressed by the following resolution adopted by the Buffalo Lumber Exchange, which includes dealers in all kinds of lumber, at a meeting held February 11, 1911:

"Resolved, That we, as members of the Buffalo Lumber Exchange, favor reciprocity with Canada and we believe that through freer trade relations with this friendly nation, whose business standards so nearly coincide with those of this country, our interests will be materially advanced."

It is felt that the view of Secretary of Agriculture Wilson, as expressed in his speech in Buffalo recently, is sound, and that the advantages ultimately to be derived from the application of reciprocity between Canada and the United States will be beneficial to the American dealer, as well as the American consumer.

The new policy of conservation of national and natural resources in the United States (lumber being assuredly one of the latter) has met with the hearty approval of the people at large, and Canadian authorities, in recording the investment of American capital in Canadian pulp and lumber areas, state: "This conservation policy in the United States, undoubtedly, will tend to make them conserve their own forests and seek their supplies elsewhere."

Thus, it will be seen that there are two valuable viewpoints on the question, or bugbear, if



M. M. WALL, BUFFALO, N. Y.

we may so term it, that the reciprocity agreement would provide too much Canadian competition with American lumber. It is a commodity which cannot be grown in crops every year, or in ten years, and in view of the entire absence of a defined reforestation system in the United States, either on the part of individuals or of the national government, the supply of this country cannot hold out for many more years.

The Canada Lumberman and Woodworker, in its issue of February, 1911, reports that "western Canada imported 65,000,000 feet of American lumber, in addition to the tremendous local production. In ports of entry on Lake Superior and east thereof, a fair assumption would be that 200,000,000 feet or more was imported by eastern Canada from the United States.

A feature of the Reciprocity Agreement most important is that affecting the wood pulp and pulp wood industry. It will be recalled that the American Newspaper Publishers' Association exerted most strenuous efforts before Congress last year, demanding the elimination of duties on these articles, in order that the American newspapers might be supplied with their "necessity of life" at a moderate cost. They were not able to secure revision in this respect and the present agreement will be of great advantage to them.

The following paragraph from the Canadian paper above quoted is of interest:

"The manufacture of the 915,633 cords of wood exported in 1909 kept 69 of the 251 pulp mills in the United States running at full capacity for the year. If this pulp wood had been reduced to pulp in Canada, it would have supplied for the year 73 pulp mills of the average size of those already in Canada. The greater part of the pulp wood exported was cut in Quebec."

From this will be seen the great advantage to accrue to the American mechanic in the paper mills and to the American manufacturer of paper and the American user of their product, if the raw material may be had in so much larger quantities without duty.

In 1909 the vast total of 44,585,000,000 feet of lumber was consumed in this country. This necessarily means a devastation of American forests that will leave but comparatively few years' supply ahead, and while some lumbermen in certain lines may be affected for a short time, yet they, as a class, I am satisfied, approve of this new agreement, not because of its ill or good effect on their own particular business, but on account of the greater good that will accrue to the greater proportion of American citizens.

The Chamber of Commerce of Buffalo has led the way in urging ratification, and the lumbermen cannot perform any more patriotic and broad-minded duty than to further this advance in the relations of two nations, which are geographically, physically and racially so much like one. The imaginary boundary line should be more and more regarded as such and the stone wall of restrictive tariff duties between them gradually removed.

Tanbark Statistics

Statistics of the consumption of vegetable tanning material for the year 1909 have been published and issued by the Forest Service. These figures have been collected by correspondence annually since 1905 and are now supplemented by the returns from the schedules of the regular decennial census in the first-mentioned year.

The reported consumption of vegetable tanning materials in 1909, according to the government booklet, amounted to 1,078,910 tons of bark, wood, etc., valued at $11,125,750, and 386,817,895 pounds of extract costing $10,779,177. The total cost, $21,904,927, reported by 592 establishments, was an increase of $543,208 over that reported by 622 establishments in 1908 and of even more over that reported by 583 establishments in 1907.

The 1909 figures are as follows:

Kind—	Quantity, tons.	Cost.
Hemlock bark	698,365	$ 6,434,848
Oak bark	324,070	3,533,862
Mangrove bark	18,925	514,169
Chestnut wood	18,527	65,152
Myrobalan nuts	18,000	534,727
All other	1,023	42,992
Total	1,078,910	$11,125,750

Utilization of Sound Wormy Chestnut

Sound wormy chestnut is without question the wood most universally used for core stock or to veneer on. Because of its lightness in weight, good width and low price, it has gained favor with the consuming trade, and each year we see the demand increase, and this wood supplant other lumber. Casket manufacturers are the largest consumers of wormy chestnut, with piano factories a close second and furniture manufacturers third.

It is interesting to follow the advance in grade of this lumber. Prior to the panic of 1907, West Virginia chestnut was not well known to the consumers of Chicago and the West. Up to this time the principal market for the West Virginia mills had been New York and the eastern states. Vast quantities of wormy chestnut accumulated during the panic and the millmen came to the western market to sell this lumber. The widths, long lengths and good quality of the chestnut were so superior to the stock they were accustomed to, that now it is found hard to dispose of anything but West Virginia stock.

The grade of wormy chestnut has changed wonderfully within a very few years. Four or five years ago log run stock sold readily enough, the only restriction being that lumber be free from heart and shake. Soon the call was for No. 1 common and better, all No. 2 to be thrown out, until today the best mills put up their stock No. 1 common and better 6″ and wider.

It is regretted that the price of sound wormy chestnut has not advanced with the grade. Little more is obtained for this high-grade stock than was obtained a few years back for the narrow, shaky grade put up at that time. This is no doubt due to the overproduction of sound wormy stock. Whoever heard of a shortage of wormy chestnut? The mills are generally so overloaded that they are willing to put up any reasonable grade that the consumer may ask for.

During the last few years a specialty has been made of sound wormy chestnut. The stock is used by so many manufacturers, and in such large quantities that the business is found profitable by many jobbers. Complaints now are few, as the grade put up is better generally than is demanded by the grading rules.

Forest Species of Brazil

An article appears in a British contemporary, the Timber Trades Journal, which covers in a comprehensive way the timber resources of the Republic of Brazil. Much more or less hazy information has been circulated as to the forest resources of this country, but comparatively little of a practical nature is as yet known, as the timberlands are almost entirely unexplored.

A company has been organized recently to exploit the forest area near the city of Rio de Janeiro, this area being covered with a first-class virgin forest. A prospectus will shortly be issued, giving a more intimate knowledge of the timbers of this area, and the probability of shipments.

Reports have been issued by native timber experts, who state that eighty per cent of the estate is covered by timber of fine marketable quality, consisting of red cedar (which is found in large quantities), Brazil cherry wood, peroba, peroba rosa or redwood (very common on the estate), balsam wood, lemon wood, Brazilian hickory (which is very plentiful), large quantities of mahogany, Tabasco ebony, rosewood in plentiful quantities, oil wood, Cangerana mahogany, Gequiliba rosa or red giant, bicuyba or fat tree, Caine de Vacca or cow wood, Brazilian oak, waterwood, Araiba amarello or yellow boxwood, black Brazilian walnut, yellow walnut, alveswood, periera wood, Brazil ash, bonewood, Peguia marfim or gold wood, Brazil sycamore, and many other varieties.

The timbers are divided by these experts into three classes—hardwoods, whitewoods, and those suitable for making charcoal. There is a large local demand for the whitewoods, and also for the charcoal, but the hardwoods will be principally exported.

To these latter, which will probably directly concern the timber market here, we have paid attention, having recently had the pleasure of inspecting a very large number of samples of the wood, which have been sent from this locality.

It is somewhat difficult to identify the samples, but to all local Spanish names are appended. Many species of mahogany are represented, some being of Honduras-like texture, others with color and grain similar to Cuban wood. The cedar specimen more nearly approaches the Cuban variety than any other.

Many samples of walnut and wood akin to walnut are among the collection. Most of these are of really excellent description, being extremely rich in color, and many having finely mottled figure. There is also a yellow walnut (Canella paida), a close-grained, light yellow wood, which would make a good substitute for plain satin-wood.

A specimen marked "Tajuba" is also noteworthy, being a figured wood with satinwood texture and similar but much richer color.

The sample of oak called "Angelin" bears some resemblance to African oak, being a close and dense wood of apparently most durable character.

Two other samples among the many are also interesting—one a close-grained, brownish wood with prettily mottled markings, slightly similar to those in silky oak; the other a dark, stripy gray wood of moderate weight and appearance, possessing good working qualities. The first described is labeled "Tajuba," the latter "Pindanvuna." Both would make extremely fine cabinet materials.

As the forest land to be exploited is in close proximity to a railway, thus giving facilities for conveying the timber to the seaboard, it would appear that the company will be in a position to place the timber on the market at a reasonable cost, and, such being the case (a most important point in the introduction of new woods), there is a good prospect of their products finding a satisfactory market here.

Many of these woods are well fitted for the cabinet trades, for carriage builders, for the turnery industries, for stick making and other manufactures, others by durability and strength being likely to be used in larger constructive work, and it is believed that an appreciative market will be found here for most of the timbers when they have been properly introduced.

Flexible Shafting in Woodworking Shops

A British firm is responsible for the application of flexible shafting to the woodworking trades, such as coach and motor car building, cabinet making, furniture, etc. The equipment can be easily modified to suit the particular requirements of any woodworking trade where rapid boring and screw turning are essential. The process is quite simple. The mechanism is complete in itself and can be driven from any existing shaft or can be made portable. The essential part consists of three flexible shafts driven from one central gear wheel, though the number of these shafts can be increased as desired. It is claimed that with one of these equipments a man can accomplish ten times the work he can do by hand, and can do it more accurately and uniformly.

Commerce Commission Decisions

The following decision has been handed down by the Interstate Commerce Commission on topics pertaining closely to the lumber trade:

RATE AND MINIMUM WEIGHT ON MIXED CAR LOADS UNREASONABLE

Opinion No. 1469. Fullerton-Powell Hardwood Company vs. Chicago, Milwaukee & St. Paul Railway Company et al. Rate of 70 cents per 100 pounds, minimum weight 30,000 pounds, on mixed carload shipments of building and roofing paper, saturated felt and building and roofing felt other than wool felt, found unreasonable to the extent it exceeded 63 cents per 100 pounds, minimum weight 40,000 pounds. Reparation awarded.

CROSS TIES RATE UNREASONABLE WHEN IN EXCESS OF LUMBER RATE

Opinion No. 1469. Fullerton Powell Hardwood Lumber Company vs. Virginia & Southwestern Railway Company et al. Rate charged on a carload shipment of cross ties from Harvey, Va., to Muskegon, Mich., found to be unjust and unreasonable in so far as it exceeded the rate contemporaneously in effect between said points on lumber.

LUMBER RATE REDUCED

Beekman Lumber Company vs. Illinois Central Railroad Company et al. Proportional rate of 11 cents on lumber, Winfield, Ala., to Thebes, Ill., restricted in its application to shipments destined beyond Thebes, held inapplicable when the only destination indicated on the bill of lading was Thebes proper. Combination rate of 23½ cents assessed for the movement of a car of lumber as from point of origin to Thebes proper found unreasonable and lower rate prescribed for future. Reparation awarded.

News Miscellany

Semi-monthly Memphis Lumbermen's Club

At the semi-monthly meeting of the Memphis Lumbermen's Club, held at the Hotel Gayoso, Saturday, April 1, the agreement was reached that E. C. Atkins & Co. would furnish, without cost to the club, all of the badges necessary for the delegates to the annual of the National Hardwood Lumber Association, to be held here in May.

No report was made by the River & Rail Committee in connection with the hearing at Chicago before the Interstate Commerce Commission in the case involving the advance of ten cents per hundred pounds on lumber rates from Mississippi river points to Pacific coast terminals. It was stated that A. L. Foster, who went to Chicago as one of the committee, had returned to Memphis, but that he had filed no report with the members of that committee. It is expected that a full report will be made by President Stark and Mr. Foster at the meeting to be held April 15.

The addition to the constitution and by-laws, due notice of which was given several weeks ago, providing for the creation of an advisory board to be composed of all of the ex-presidents of the club, was adopted by a practically unanimous vote. It is intended that the last retiring president shall in each case be chairman of this board and its services shall be available to the executive committee or to the general membership of the club, as occasion may arise. By virtue of having been president during the past year, S. C. Major becomes the head of this board and will serve until the expiration of the term of President Stark.

It was stated by W. B. Morgan that one member of the Lumbermen's Club would be on one of the tickets in the election campaign of the Business Men's Club. He vouchsafed this information in order that members of the Lumbermen's Club who are identified with the Business Men's Club might not pledge their votes before they knew who this lumberman would be. The Lumbermen's Club usually has a representative in the official family of the Business Men's Club because of the large number of members of the latter which are identified with the former. There is always a very keen fight made by the members of the Lumbermen's Club to elect one of their members to official position in the Business Men's Club, and this year promises to be no exception. W. B. Morgan, as first vice-president, was the representative of the Lumbermen's Club in the Business Men's Club the past year.

E. M. Schulte, general manager of the Penrod-Abbott Lumber Company at Brasfield, Ark., was elected to active membership. P. J. Attley of the Ross-Attley Lumber Company, Heth, Ark., was recommended to active membership and will be voted on at next meeting.

This meeting was well attended and, in the absence of James E. Stark, was presided over by F. T. Dooley, first vice-president. The usual luncheon was served.

Meeting of Cincinnati Lumbermen's Club

There was a very representative attendance at the meeting of the Lumbermen's Club of Cincinnati at the Gibson House on April 3. The usual desirable repast was set at 6:30, the guests being entertained in the meantime by a professional orchestra. The announcement that the Committee on Nominations would report created an unusual interest in the meeting. The election has commanded more than passing interest, notwithstanding the fact that S. W. Richey is named by both committees for president, and has the favorable support of the entire membership. Mr. Richey's many qualifications make it apparent that he is entirely suited to properly carry on the work started by the present incumbent, Cliff S. Walker.

Following the reading of the minutes of the previous meeting, a question was raised on the floor as to action to be taken relative to certain members delinquent in dues, and it was decided to place the matter in the hands of the Lumbermen's Credit Association. This action was not taken in any hasty spirit but for the purpose of demonstrating that the membership of the club is equal to a certificate of credit which is backed by the "square deal" clause of the constitution.

The secretary read the following letter from the Receivers & Shippers' Association addressed to the club:

To the Lumbermen's Club of Cincinnati: In case No. 3263, the Crescent Lumber Company vs. Illinois Central Railway Company, before the Interstate Commerce Commission, decided February 24, the Commission found as follows:

"Two routes over which the same rates applied were available from points of origin to destination. Over one of the said routes reconsignment in transit was permitted by proper tariff publication, but such reconsignment was not permitted over the other route.

"Held, that in the absence of routing instructions by the shipper or notice that its shipments were to be reconsigned in transit, the initial carrier is not liable in damages for failure to forward the traffic over the route via which the reconsignment privilege was available."

A discussion of various topics of more or less importance then followed, among which was a question of crossing the public landing at Cincinnati by the viaduct of the L. & N. Railroad. It was decided to appoint a Finance Committee to raise sufficient funds to oppose this project. Fifty dollars was subscribed by the club.

H. G. Shreve, a former lumberman who is now representative of the Gideon Band, a Christian association of traveling men, engaged in placing the Bible in the hotels of the country, told of the work of that organization and called upon the local club for their support of this worthy movement. The members responded eagerly and contributed a good part of the funds necessary to carry on the work in Cincinnati.

The business went from bibles to baseball and last year's manager, Dwight Hinckley, who brought the baseball championship of lumberdom to Cincinnati, raised the question of support for the ensuing season. The question was laid over until the next meeting.

It was decided that the club as a body would not arrange to attend the coming meeting of the National Hardwood Association to be held in Memphis in June, though undoubtedly there will be a large individual attendance.

After the chair had announced that the annual election would be held at the May meeting, the meeting was declared adjourned.

Plans for Hoo-Hoo Excursion Complete

Printed folders have been issued giving complete details relative to the proposed outing of the Hoo-Hoo on the Steamer "City of Cleveland," which will leave Detroit on Saturday, September 9, for an extended trip on the Lakes, returning to that place September 14. The exact itinerary of the cruise is not fixed, and it is likely that the persons who will have declared themselves for the trip will be in some measure consulted. The boat will be given up entirely to the members of Hoo-Hoo, who will be granted every privilege within the limits of the general plan agreed upon with the boat people.

The general idea is to cruise up through the Straits nearly due north from Detroit, passing into Lake Huron and then skirting along the eastern shore of that lake to Mackinac and Sault Ste. Marie. The length of time which will be given over to the various points of interest will probably be decided by a series of votes taken after embarkation.

Returning, the general plan is to skirt along the northern and eastern shores of Georgian Bay, passing down through the maize of islands which stud the waters of that region.

Those who decide to make the trip will be assured of an outing unique in character and every possibility of the finest kind of a time. The boat herself is a palatial new passenger steamer of the B. & C. Navigation Company, and in design and equipment is capable of answering every requirement of the most fastidious passenger.

William Whitmer Puts Through Big Deal

The sale of the Pigeon River Lumber Company interests, in the Asheville section of North Carolina, along the Pigeon river, to William Whitmer & Sons of Philadelphia, and associates, which was reported several weeks ago, has been virtually completed, and the property has been turned over to the purchasers. Some formalities are still to be complied with, however, but the transaction is virtually concluded. The same interests have also taken over the Champion Fibre Company's stumpage in that section, and a big corporation is to be formed with a capital stock of $3,500,000. The new company will be known as the Champion Lumber Company, and will have for its president R. F. Whitmer of William Whitmer & Sons. The board of directors will include J. D. Lacey, of New Orleans, president, and Charles I. James, vice-president of the Pigeon River Company, both of whom retain a large interest in the business. Others prominently identified with the enterprise are Peter G. Thompson, president of the Champion Fibre Company, one of the largest concerns of its kind in the country, with big plant at Canton, N. C.; J. G. Schnidlapp and W. C. Proctor. All three of these men are Cincinnati capitalists. The property taken over from the Pigeon River company includes about 65,000 acres of timber land, mostly hardwoods; a sawmill at Crest, Mont., of about 50,000 feet capacity and logging road, together with all necessary buildings. The area held by the Champion Fibre Company will bring the total holding of the new company close up to 100,000 acres. Other property included is the East Tennessee & North Carolina railroad, which furnishes an outlet for the timber and other products. J. B. Hart, president of this road, will also have an interest in the company. Arrangements have been made whereby the Champion Fibre Company takes all the pulp wood on the tract and works it up. It is thought that the organization of the company will be completed at a meeting to be held at the office of William Whitmer & Sons, in Philadelphia, in a week or ten days. The transaction is one of the biggest ever concluded in the East, and the new company is expected to become an important factor in the hardwood trade. Mr. James is a Baltimorean and extensively interested in the Great Southern Lumber Company, which operates a big yellow pine plant at Bogalusa. He represents the second generation in the trade, his father having been the late Henry James, who gained such prominence as a lumberman and left a large fortune.

Coming Meeting Michigan Hardwood Manufacturers' Association

The spring meeting of the Michigan Hardwood Manufacturers' Association will be held at the Pontchartrain Hotel, Detroit, Mich., Wednesday, April 19, at 10 a. m. This meeting is deemed necessary in order to discuss present conditions and bring special information before the members at this time.

Among subjects to be discussed are "Unusual Conditions of Maple and Hemlock Market," "Limited Stock of Maple," "Hemlock Bark Conditions," "Grading of Hemlock and Pine Lath," "Report of Market Conditions Committee" and "Reports of Various Committees."

No stock report will be presented at this time, but blanks for special information relative to present values of different hardwoods and hem-

lock and hemlock bark conditions will be sent to the members who are requested to fill in and return to the secretary without delay.

Wickes Brothers Issue New Stock List

The April stock sheet of Wickes Brothers, machinery manufacturers and dealers, Saginaw, Mich., is at hand. The catalog lists equipment owned by this company and in its warehouses, and covers in a comprehensive way every possible requirement of the users of machinery and boilers. It should be a valuable reference catalog for extensive users of this line of goods.

New Philadelphia Wholesale Concern

The firm of Howes & Lawton was organized in Philadelphia on March 1 to carry on a wholesale lumber business, with offices at 405 Crozer building. The policy of the new concern will be to handle a general line of lumber, including both soft and hardwood. A specialty will be made of North Carolina crating for the furniture trade.

George A. Howes, president of the new concern, was initiated into business in 1868 when he became office boy for Norcross & Sheetz, wholesale commission merchants. His advance in this concern was steady until its dissolution which he returned to his old employer, where he has remained as the New York representative until the formation of the firm of Howes & Lawton.

A Fine Lot of Cottonwood

A recent visit to the mill of the Memphis Saw Mill Company of Memphis disclosed the fact that this concern is about to put on the market some of the finest cottonwood lumber which has been seen in that vicinity for some time. The representative of the RECORD was told that one of the logs recently sawed required an 82 inch cut for the slab. Others, almost as large and of unusual quality, are being put through the mill daily. In fact the logs now being manufactured will run twenty-five per cent twenty-seven inches and up. This is certainly an unusual thing for present day logging.

Activities of Louisville Hardwood Club

The Louisville Hardwood Club has been active during the past few weeks, having entertained officers and members of the executive committee of the National Hardwood Lumber Association and started preparations looking toward making a success of the trip of the local delegation to the national convention at Memphis next month. The executives of the association visited Louisville on March 28, the local club giving a dinner in their honor at the Seelbach Hotel. T. M. Brown of the W. P. Brown & Sons Lumber Company, also president of the local club, presided over the festivities as toastmaster. The visitors present included President F. A. Diggins, ex-President O. O. Agler, Secretary Frank F. Fish, Charles H. Barnaby and Earl Palmer, the latter two members of the executive committee. Speeches were made by all the visitors, Mr. Palmer especially making an eloquent and forceful address along the line of association work. The subject of universal inspection was touched upon by some of the speakers, their attitude being that the National association is not opposed to a single system of inspection, but that they are in control of the situation and can handle it. They indicated that if properly approached, the association would be willing to consider the adoption of one inspection system. All of the visitors paid a tribute to the fine work being done by the Louisville Hardwood Club, which, they said, had made the local market recognized as one of the leaders in the country, and also touched upon the excellent work being done by Mr. Brown as a member of the Board of Directors of the National association. Among the local speakers were E. B. Norman and S. E. Booker of E. B. Norman & Co., and Edward S. Shippen, head of the Louisville Point Lumber Company. There was an unusually large attendance at the dinner, covers being laid for thirty. The visitors were entertained at luncheon at the Country Club by A. E. Norman, head of the Norman Lumber Company, and in the afternoon witnessed a game between the Detroit and Louisville baseball teams.

At the last meeting of the club steps were taken to arrange for accommodations for the Louisville crowd at the Memphis convention. J. G. Brown was in Memphis following the meeting and made reservations at the Hotel Gayoso. Louisville hardwood men will go to Memphis on a special car and will make a big noise, it is assured.

Reorganization of F. T. Peitch Company

One of the most interesting announcements of the week is the reorganization of the F. T. Peitch Company, extensive dealer in hardwoods, with offices in the Wade building, Superior avenue, Cleveland, O. John L. Sands, for six years in entire charge of the hardwood department of the R. H. Jenks Lumber Company, has joined the company and been named as secretary. George H. Davenport and William Bolton of the Davenport, Peters Company of Boston are respectively president and vice-president of the concern and F. T. Peitch is treasurer.

Mr. Sands is one of the most experienced hardwood men in this part of the country. He began his lumber career with the R. E. Wood Lumber Company of Baltimore, being at its mills for a time but later transferred to its main offices. Six years ago he came to Cleveland and was placed in charge of the hardwood department of the R. H. Jenks Lumber Company. For the past few years he has been practically the only man who understood the workings of that branch of the Jenks company's business.

The F. T. Peitch Company has taken new offices in the Wade building, affording more room. New capital has been added and the company is preparing to do business on a larger scope than ever before. Mr. Sands takes with him to his new position a number of men with whom he was formerly connected. George Bayard, formerly with the R. H. Jenks Lumber Company, has also joined the Peitch company as a salesman.



GEORGE A. HOWES, HOWES & LAWTON PHILADELPHIA, PA.



W. N. LAWTON, HOWES & LAWTON, PHILADELPHIA, PA.



JOHN L. SANDS, SECRETARY F. T. PEITCH COMPANY, CLEVELAND, O.

in 1880. The business was then carried along by John A. Sheetz, with whom Mr. Howes remained until the death of his employer in 1888.

It was then taken over by Mr. Howes, who continued along the same lines until 1902. He retired at that time, taking up his residence on the Coast, where he remained for five years. In 1907 he returned to Philadelphia and again resumed his work in the lumber business on a commission basis, at which he has been occupied until the formation of the present concern. Mr. Howes has been a member of the Lumbermen's Exchange of Philadelphia for twenty years, and for some time has been chairman of the Office and Entertainment Commitee. He is one of the best known and most generally liked men in lumber circles.

Wm. N. Lawton comes from the younger generation and has a reputation as one of the hustlers of the trade. He began as an office boy with Thos. B. Hammer, who soon promoted him to inspector on the wharf, in which capacity he served until sent by his employer to take charge of a portable mill in Amelia county, Virginia. Subsequently he was engaged for a time as sales manager by the Tomb Lumber Company, after

Wisconsin Lumber Company Starts Operations at Huttig, Ark.

[illegible] the new mills of the Wisconsin Lumber Company which recently started sawing operations at Huttig, Ark., shows things to [illegible]. The cut is exclusively hardwood, mainly red and white oak. The new mill is one of the largest in the South, three stories in height and covers an area 60x252 feet. The entire mill equipment was furnished by Tyler & Stowell, and consists of a right and left band mill with eight-foot wheels and fourteen-inch saws. Four Casey-Hedges boilers supply the power. The machinery throughout is equipped with electric drive with the exception of the band saws, the power being generated from a Westinghouse dynamo at the plant. The mill is [illegible] and circular and tipsaws which are used for the manufacture of wagon, harvester and chair dimension stock.

The Wisconsin Lumber Company is incorporated under the laws of the state of Wisconsin. It is operating mills at Deering, Mo., and Benham, Ky., in addition to the above named plant. The main offices are in the Harvester building, Chicago, and are in charge of F. R. Gadd, vice-president.

New York Merger

[illegible] been announced that the A. T. Peale Lumber Company, Flatiron building, New York City; the J. S. Richards Lumber Company, 1 Madison avenue, New York City, and the R. S. Coryell Lumber Company, Newark, N. J., will be merged into a new corporation to be known as the Peale-Coryell Lumber Company. This new concern is to have its offices in the Fifth Avenue building, Fifth avenue and Twenty-third street, New York City.

These three concerns have been prominent in the local wholesale trade for a number of years and their principals have likewise been associated with the Metropolitan district wholesale trade for a great many years, being slosely identified with the well-known William Whitmer & Sons interests of Philadelphia.

Succeeds Coquillard Wagon Works

The Henderson Wagon Works Company has recently filed articles of incorporation at Henderson, Ky., with a capital stock of $300,000. The company will take over the plant of the Coquillard Wagon Company of Henderson. As will be remembered, this concern went into bankruptcy several months ago and was sold upon the order of the court. Among the stockholders in the new company are James B. Rankin, a wealthy banker of Henderson; Paul J. Meyers, Philip Schlamp, a carriage manufacturer; James R. Barrett, Maurice E. Denton, and the Ohio Valley Trust Company of Henderson.

Mill Creek Lumber Company

A new concern for Peck's Mill, W. Va., is the Mill Creek Lumber Company, which was recently organized under the laws of West Virginia by George Minister. Mr. Minister recently bought a large tract of timber located near Peck's Mill and will engage in the manufacture of oak, ash and poplar lumber. M. Kramer is president of the new concern, and George Minister is secretary, treasurer and general manager.

The Holland-Blow Stave Company

A partnership was recently formed by C. A. Weis and M. R. Williams of Decatur, Ala., to engage in the manufacture of hickory rim stock and wagon material. The new concern will operate under the name of the Holland-Blow Stave Company.

Both gentlemen connected with this concern are well known to the general trade. Mr. Weis for some time has been identified in the lumber and box trade, especially so in the manufacture of staves, being at present secretary and treasurer of the Holland-Blow Stave Company. Mr. Williams has also had considerable experience in the lumber business, having been connected with the well-known Three States Lumber Company of Memphis, the Kentucky Lumber Company of Cincinnati and H. H. Hitt of Danville, Ala.

An ideal mill location has been secured near Decatur on the Tennessee river, where a derrick has already been installed which will make the work of handling logs from the river to the mill an item of the least expense. The plant is also adjacent to the tracks of the Louisville & Nashville and Southern railroads.

Biltmore Doings for March, 1911

The middle of March has ended our stay in Germany, as we sailed from Rotterdam on Saturday morning, March 18, arriving in New York on March 27. Looking back over the winter's work, it is almost impossible for us to estimate, at this early moment, the value of the information derived from our stay and from our connection both with German forestry and with German forest industries. In the German forests the results of German sylviculture, German forest management, German forest finance, German forest policy and German forest protection were seen and studied from beginning to end. In the manufacturing institutions we have been struck by the high quality of the work as well as by the small quantity of the output; further, by the economy practiced under the pressure of high stumpage prices. Our field work during the month of March included two of the most interesting trips of the winter. A full day was spent in the Spessart Mountains, a district of Bavaria known as the home of the best white oak on earth. These oaks are up to 400 years old and command a stumpage price of $170 per thousand feet board measure, on an average. We have seen individual trees—number of them—having a stumpage value which exceeded $500. The texture of the timber seems to be particularly fine. The owners are in the habit of putting annually on the market a limited number of trees only, so as to maintain the price. In our country the restriction of the annual cut, in a desire to maintain the price, would be decried as a damnable trust. In Germany the same arrangement succeeds in preserving the forests and in supplying the country now and forever with oak timber.

The forests of Trippstadt were interesting to us particularly because here it is that white pine seeds were planted by a German officer, ingloriously returning from the Revolutionary War of America, some 130 years ago. Having failed to gather any laurels in his desire to defeat George Washington, he returned to Germany loaded with white pine cones. The result is stunning indeed; it consists of giant white pines, surrounded nowadays by a second growth of white pine up to thirty-five years old. It is particularly interesting to note that the second growth has been obtained by nature free of charge and without any help rendered by men other than fire protection.

The day at Trippstadt was most enjoyable and ended in a sharpshooters' match between American, German and English foresters, ending (naturally) in a clean victory for the U. S. A.

Just before leaving Germany we spent an interesting day in some factories at Frankfort, visiting a shoe last works using hornbeam and beechwood and employing American machinery; and some tight cooperage works using American, German and Russian white oak and employing altogether a German make of machines manufactured by Schmaltz Brothers. The factory is up to date in every particular, exporting wine and beer barrels all over France and England.

Our passage across the Atlantic was most comfortable. Dr. Schenck continued his lectures in the main parlor of the first cabin every day, giving us the finishing touches in "American Forest Policy."

Arriving in New York we were given the first five days' vacation that the Biltmore Forest School has had during the year. We shall report for duty at Lake Clear, in the Adirondacks, on April 2, and shall stay at that place engaged in the study of Empire state forestry for two or three weeks.—Herbert L. Sullivan, Class President.

New Memphis Concern

Among the new enterprises established at Memphis, Tenn., is the Eagle Lumber Company, which has recently been chartered under the state laws with an authorized capital stock of $25,000, of which $18,000 is paid in. The company will do a general wholesale hardwood business, giving attention to all branches of the trade, and has offices located in the new Exchange building.

The president of this new enterprise is F. E. Ragland of Oxford, Miss., who is also president of the Southern Trust Company. The vice-president is W. T. Hudson, who is also vice-president of the Memphis Construction Company, while C. B. Snowden is secretary. Mr. Snowden was formerly connected with the New York Lumber Manufacturing Company.

The company recently purchased 4,000 acres of timber land in Crittenden, Ark., for $100,000. The land lies south of Edmondson and was largely owned by Hill, Fontaine & Co. The price paid was $25 per acre, spot cash. The timber is mostly oak, although there are other hardwoods on the property. Sawmills will be placed on the tract at an early date for getting out timber in merchantable shape. The transaction was made through Frank Trimble of Frank Trimble & Co. of this city, and the price involved is considered rather higher than that connected with other similar transactions in this territory recently.

Old Lumberman Passes Away

Charles S. Green, for many years an extensive lumberman and more recently a coal operator, of Philadelphia, died on March 26 at the age of eighty-one. At the time of his death he was manager and treasurer of the Red Run Coal Company of Pennsylvania. In his will he bequeathed $600,000 to maintain a home for aged persons at Roaring Branch, where he had lived for more than half a century. Numerous other bequests, most of them of considerable size, indicated the charitable spirit of the deceased and his friendship for the homeless.

McLean Lumber Company Suffers Severe Fire Loss

The plant of the McLean Lumber Company at Chattanooga, Tenn., was destroyed by fire the night of March 22, a large amount of expensive machinery being ruined. The total loss will probably aggregate $50,000, which is mainly covered by insurance. The principal damage was done in the mill, the other buildings and lumber in the yards not being reached by the flames to any extent.

The fire was of a spectacular nature and owing to the complication of runways and piping, was very difficult for the firemen to combat. They, however, put up a strenuous opposition to the advance of the flames, and eventually succeeded in subduing them and confining them to the mill.

Lumber Insurance Company Merger Completed

The proposed consolidation of the Lumber Insurance Company of New York and the Adirondack Fire Insurance Company into one company, to be known as the Lumber Insurance Company of New York, was formerly ratified at a recent meeting of the stockholders and directors of both companies held at 84 Williams street, New York City.

To all intents and purposes the merger became effective on April 1, and the minor details

will be worked out in due course. The capital stock of the Lumber Insurance Company of New work will be $400,000, surplus about $250,000, and the reinsurance reserve on deposit at Albany which will bring its gross assets in excess of $1,100,000. In time the company expects to increase its capital to $500,000 through the acquisition of the Ohio company, which had previously been affiliated with the two above mentioned concerns.

With the completion of this merger the Lumber Insurance Company of New York will be well up in the van of the average old line companies in the matter of capital and financial resources, and at the same time will be able to offer very strong indemnity to policyholders in the lumber and general commercial field.

The relation of the policyholders in the matter will continue as formerly, the existing policies outstanding in each company being continued until expiration without change. At the expiration renewals will be issued in the Lumber Insurance Company of New York. There will be no change in the directorate of the concern, the officers being: G. A. Mitchell of White, Gratwick & Mitchell, president; W. H. Gratwick, vice-president; Guy White of White, Frost & White, North Tonawanda, treasurer; R. H. McKelvey, New York, secretary.

Enters Chicago Wholesale Lumber Trade

The latest addition to the ranks of the Chicago wholesale lumber dealers is the Luyra-Foster Lumber Company, which has opened headquarters at 755 Old Colony building. I. Luyra, who heads the new concern, is in charge of the Chicago office, and will look after the selling end of the business. He has been engaged in the lumber business in Chicago for about ten years, during that time owning and controlling the yard at Thirteenth street and Center avenue under the head of the I. Luyra Lumber Company. He still retains his interest in this concern, although he has withdrawn from active participation in the conduct of its business.

E. L. Foster, the other member of the new concern, has been engaged in the manufacture of yellow pine and hardwoods in northern Michigan for a number of years. Mr. Foster makes his home at Marquette, Mich., where he has charge of the buying end of the business.

The Luyra-Foster Lumber Company controls the output of the mills of the Tula Lumber Company of Tula, Mich., which is largely owned by the two partners. A. J. DeVries, a well-known millman of northern Michigan, has charge of the manufacturing plant at Tula.

Lumber Trade of British Honduras

In the Daily Consular & Trade Reports, Consul Wm. L. Avery of Belize gave the following report on the amount of dressed, rough and creosoted lumber imported into Honduras for 1910.

The total imports into British Honduras during 1910 amounted to a value of $2,819,217, while those for the United States were valued at $1,260,446.

The exports to the United States were considerably larger than those last year, the amount being over $46,598 over the previous year. The imports from the United Kingdom amounted to $600,889. Owing to the low water in the creeks and rivers, much of the felled mahogany remained on the river banks last year, which consequently tied up large amounts of American capital.

Von Platen Mill Starts Operation

The manufacturing plant of the Von Platen Lumber Company at Iron Mountain, Mich., has been put in operation. The mill is a frame structure with concrete floors and steel roof, two stories high, the buildings being 52x150 feet. The engine house, which is constructed of concrete, is 48x72 feet. When fully equipped the sawmill will contain two band saws and a gang with steam feed and steam set, steam log roller and other modern appliances. The buildings are lighted throughout by electricity and the plant has a daily capacity of about 80,000 feet.

Ready to Take Care of Any Business

Phillip Ryan, formerly of the Ryan-Stimson Lumber Company of Memphis, Tenn., who recently organized the Phillip A. Ryan Lumber Company of that city, has completed his arrangements and is now well established in his new quarters. At present he has on sticks in his new yard about three-quarters of a million feet of high-grade stock, from which he can meet the requirements of a diversified line of buyers. Most of the stock of the old concern has been disposed of and that company will formally dissolve June 1.

Baldwin Locomotive for Norton Company

The accompanying illustration represents a four-coupled logging locomotive, recently built by the Baldwin Locomotive Works for the Norton Timber Company of Dyersburg, Tenn. This engine is specially suitable for service on light track, where curves are sharp and frequent. The front truck is center bearing and the rear truck side bearing; each is fitted with a radius bar and is equalized with the adjacent pair of driving wheels. This arrangement provides an easy riding engine, which can enter sharp curves and switches with equal facility, when running in either direction. At the same time, the separate tender provides sufficient fuel and water capacity to enable fairly long runs to be made.



FOUR-COUPLED LOGGING LOCOMOTIVE BUILT BY BALDWIN LOCOMOTIVE WORKS, PHILADELPHIA, PA., FOR THE NORTON TIMBER COMPANY, DYERSBURG, TENN.

Coal is used as fuel on this locomotive, and the grate is composed of rocking bars, with a drop-plate for dumping the fire. The furnace contains a brick arch, supported on studs. The smoke-box is extended, and is fitted with deflecting plates and netting. With this arrangement, a straight open stack is used.

The equipment of this engine includes combined automatic and straight air brakes with train connections. Steps are placed across the front of the engine and back of the tender, and the draw castings are of the three pocket type, arranged to take M. C. B. couplers in the top pockets. Front and back headlights are fitted; also two sand-boxes, with hand sanders. The cab is roomy, with large side windows; and as the tank has a sloping back, the enginemen have a good view when running in either direction. The tank capacity is 3,000 gallons of water and 4½ tons of coal.

Experience with this type of engine in logging and industrial service, where the loads to be hauled are comparatively light, has been exceedingly satisfactory. The proportion of total weight carried by the driving wheels is somewhat greater than is usually found in locomotives of the well-known "American" type; and the arrangement of the trucks provides a very flexible wheel-base, which is most desirable in a logging engine.

The principal dimensions of the Norton Timber Company's locomotive are as follows: Cylinders, 14x22 inches; driving wheels, diameter, 44 inches; steam pressure, 160 pounds; wheel-base, driving, 7 feet; wheel-base, total engine, 21 feet 7 inches; wheel-base, total engine and tender, 41 feet 11 inches; weight on driving wheels, 45,850 pounds; weight total engine, 66,350 pounds; weight, total engine and tender, 135,000 pounds.

Fight Boost on Japanese Wood

The last of the evidence in the protest of Frank B. Stone of Chicago against raising the customs rate on several shiploads of railroad ties imported by him from Japan, and subsequently sold to the Atchison, Topeka & Santa Fe railway, was given recently at the monthly hearing of protests by General Appraiser C. B. McClelland of New York. The protest involves the extra payment of $25,000 duty. Mr. Stone's case, which is in the hands of George W. Sheldon & Co., customs brokers, has been argued at previous hearings in New York, Chicago and Los Angeles. Mr. Stone contracted with a large exporting firm, with main offices at Tokio, for the delivery of four shiploads of Japanese oak ties, second quality, to be rebought by the Santa Fe road. Deliveries of about half the order were made last summer at the port of Los Angeles. Without stating a reason, the customs service demanded duties for this amount of "first" ties.

The customs regulations provide that in such a case the burden of proof is on the importer, who must prove his right to the lower tariff, rather than upon the government. As a consequence the Chicago brokers have been forced to submit a mass of evidence that has occupied weeks of cross-examination.

Hardwood Distillation in 1909

The principal woods consumed in hardwood distillation are beech, birch and maple, and in 1909 these woods alone constituted ninety-four per cent of the raw material used. Small quantities of oak, hickory, chestnut, elm and ash were also consumed. The destructive method is generally employed in the process of distillation, the principal products of which are charcoal, crude wood alcohol and gray acetate.

The wood distillation industry is concerned with the manufacture of such products as result from the heating of wood so as to produce volatile distillates and solid residue. Two distinct processes of manufacture, known respectively as the destructive process and the steam process, are in general use. In the former the wood is heated to such a temperature that the fibre is destroyed and new products are formed. In the latter the volatile substances are removed from the wood by treatment with steam, which does not destroy the fibres. Each process is modified to some extent for special uses.

Wood Paving Blocks for Italy

[illegible] application to American wood [illegible] Italian cities, especially Milan, [illegible] Consul James B. Young. Some [illegible] already paved with such material from Australia and it is said, the principal streets will probably be thus paved, following the example of Paris, London and other large cities, where it is used advantageously on a large scale.

Atmospheric conditions in Milan do not vary [illegible] from the French and British capitals. The streets are continuously damp in fall, winter and spring; even when there is no rain the air is moist, and in making paving plans these conditions must be borne in mind. However, extreme variations in temperature do not occur and the winds are not strong. A chief feature of Milan's traffic is the large number of horse cabs, and heavy trucks are also numerous.

American wood paving blocks have never been [illegible] in Milan. In order to introduce them, it is said municipal prejudice must be overcome, and proof afforded of their economy, which is especially important now that such large expenditures have been made in constructing a huge electric power plant in the Valtellina and in changing the street lighting system.

The high cost of wood paving blocks is one objection and another contemplates an unbearable odor under certain conditions. The large number of holes in wooden block streets is also an objection. However, with the modern method of creosoting and the strides made in the wood paving block industry, a new era for such street-making material seems to be at hand.

In connection with the foregoing it should be remembered that Italy has no wood. American firms desiring to exhibit wooden blocks may send samples to a certain business man of the city, whose address may be secured from the [illegible] of Manufactures.

Telegraph and Telephone Poles

The following report has just been given out by the Forest Service Department on the purchase of different kinds of telephone and telegraph poles in 1909, '08 and '07. Statistics concerning poles purchased in the United States in 1909 were obtained by the correspondence method employed in securing those for the preceding year and are exceptionally complete.

The total number of wooden poles purchased by pole consumers in the United States in 1909 was 3,738,740, which is the largest total ever reported. The gain over the number reported for 1908 was 489,586, or 15.1 per cent, and over the total for 1907, 455,472, or 13.9 per cent. For the poles purchased in 1909 the sum of $7,073,826 was paid, which although greater by $1,145,002 than the expenditure reported in 1908, was less by $1,007,942 than that in 1907, when the average cost of poles was greater than in other years. In 1909 the leading kinds of woods were cedar, chestnut, oak and pine, and poles made of these species formed 92.7 per cent of the total number purchased, and represented 95 per cent of the total cost. As in previous years, cedar and chestnut were most [illegible] supplying respectively 65.3 per cent and 16.3 per cent of all poles purchased in 1909. The average cost of poles purchased in 1909 by the telephone and telegraph companies was $1.40 per pole; for steam railroad companies, $2.83; for electric railroad and electric light and power companies, $3.89. The variations in these figures indicate in a general way the differences in the size or the grade of the average pole suitable for the purposes of the different classes of companies.

	1909		1908		1907	
Kind of Wood—	Number.	Cost at point of purchase.	Number.	Cost at point of purchase.	Number.	Cost at point of purchase.
Cedar	2,439,825	$4,679,928	2,200,139	$3,780,973	2,109,477	$5,202,617
[illegible]	608,066	1,382,599	516,049	1,227,273	630,282	1,619,785
[illegible]	236,842	136,961	160,702	95,032	76,450	60,285
Pine	179,586	520,052	116,749	382,710	155,960	459,545
Cypress	77,677	117,496	90,579	148,070	100,368	307,974
[illegible]	43,581	79,389	42,367	83,401	38,925	109,226
Tamarack	29,889	18,282	24,123	32,212	13,884	10,547
Douglas fir	24,877	35,266	19,542	80,024	15,919	40,720
Redwood	23,145	49,354	13,061	38,849	31,469	109,478
[illegible]	21,491	8,712	18,109	11,261	5,962	2,862
Spruce	11,423	17,857	8,088	23,136	10,646	28,939
Locust	10,463	9,164	10,224	8,233	4,672	3,722
[illegible]	31,875	18,766	29,422	17,650	89,254	126,368
Totals	3,738,740	$7,073,826	3,249,154	$5,928,824	3,283,268	$8,081,768

Russian Timber

Dealers in lumber have done well during the past season, according to Consul General John H. Snodgrass at Moscow, because of the prevailing high prices in 1910. In the Volga district logs were quoted at a figure considerably above that for 1909. In western Russia the stock has been disposed of and contracts have already been concluded on standing timber at high prices. In the northern districts the supplies are diminishing and the bidding brings high prices.

It is reported that, due to the large demand from abroad, a large shipment of Manchurian cedar wood in various assortments is expected in the near future and will be exported by way of Vladivostok to England and Hamburg. The exportation is increasing and so are the prices. The shipments of lumber for the first eight months of 1910 aggregated $48,410,000, an increase of $8,755,000 over the same period of the preceding year.

Efficiency of Ball Bearing on Line Shafting

It is an already proven fact in most cases that ball bearings increase the efficiency of machinery. By allowing the shafting to get out of line, thus pinching the bearings and crowding the gears, will also give rise to a great loss in power. By introducing roller bearings or self-oiling bearings, the bearing friction would be greatly reduced. In order to obtain the best results, the selection of suitable sizes of ball bearings which will readily carry the required load must be carefully considered. On a series of tests recently made, it was shown that the power saved varied according to the bearings used, which were from three and five-tenths to twenty-one per cent increased efficiency on the line shaft only. Double these figures when both line and counter shaft are equipped.

Experiments with Red Beech Railway Ties

Since 1896 experiments with red beech for railway ties have been made in the neighborhood of Eberswalde by the Prussian ministry of agriculture and forestry, in connection with the ministry of public works. The carrying out of these experiments was entrusted to the main station of the experimental section of the forestry department, in connection with the railway authorities of the Stettin line, and later with the central railway office in Berlin.

As regards the results of these experiments and the lessons to be learned therefrom, Professor Dr. Schwappach has published a report, a concise resume of which is here given:

1. Sound, soft-hearted beech wood impregnated with tar oil containing creosote is a very desirable material for railway ties; and on main lines should last at least twenty five years.

2. Sound, red hearted beech wood may be used for ties without any apprehension, if the area of the red heart does not amount to more than 25 per cent of the entire cross-section of the tie, and the heart of the log does not come near the outside of the tie. Ties with gray-dyed heart are to be rejected.

3. In selecting the wood by the forestry officials care is to be taken that only sound wood is chosen for ties; rotten places, and especially at large branches, are to be avoided.

4. Especial attention must be given to thorough drying of the wood before impregnation.

5. In order to prevent splitting of the wood, the proper precautions must be taken at once after felling the tree. Letting the felled logs lie long in the sun in the early spring, which is often very dry, is especially to be avoided.

Fire-Proof Motor

A report was recently given out by Consul Albert Halstead, Birmingham, Eng., on the experiment of a new flame-proof motor for coal mines. It is constructed on the long-joint principle, which is being introduced by a British firm. In it this form of construction has been consistently adhered to throughout, while the bearings, which are of the roller or ball type without oil chambers or passages, are placed outside and have no direct communication with the interior of the motor. Where the shaft passes through the crank case cooling glands are fitted, which fulfill the same purpose as long joints. The special requirements of colliery work have been kept always in view, and large clearances between live parts and the casing and specially impregnated windings are features of the design. The question of accessibility for examination and adjustment has also received much attention.

Reparation Awards

The following awards of reparation have recently been approved by the Interstate Commerce Commission:

Trexler Lumber Company vs. Atlanta Coast Line Railroad Company et al. Refund of $22.50 overcharge on shipment of lumber from Allens, S. C., to Richwood, W. Va.

Powers Elevator Company vs. Northern Pacific Railway Company—Refund of $209.95 on four carloads of lumber shipped from Minneapolis, Minn., to Gladstone, N. D.

Swastika Lumber Company vs. Atchison, Topeka & Santa Fe Railway Company et al.—Refund of $25.74 overcharge on 250,000 shingles from Allenville, Wash., to Fresno, Cal.

Springfield Wagon Company vs. St. Louis, Iron Mountain & Southern Railway Company—Refund of $60 on shipment of twenty carloads of lumber from Arkansas points to Springfield, Mo.

W. E. Terhune Lumber Company vs. Central of Georgia Railway Company et al.—Refund of $56.82 overcharge on eight carloads of lumber from Blakeley, Ga., to Arensberg, Pa.

Williams & McKeithan Lumber Company vs. Atlantic Coast Line Railroad Company et al.—Refund of $24.20 on 141,600 pounds of rough lumber from Lamar, S. C., to Lumber, S. C., at which point the lumber was dressed and 138,300 pounds of product was reshipped to various interstate points.

C. Arnett vs. Yazoo & Mississippi Valley Railroad Company et al.—Refund of $37.40 on L. C. L. shipment of cypress shingles from Timberton, La., to Harriston, La.

Gulf Lumber Company vs. Cincinnati, New Orleans & Texas Pacific Railway Company et al.—Refund of $400.48 on shipments of turpentine cups from Daisy, Tenn., to Pickering, La., on January 31, 1908.

Monthly Meeting of the Chicago Hardwood Lumber Exchange

The regular monthly meeting the first one of the year of the Chicago Hardwood Lumber Exchange was held Friday, April 7, in the Tower room of the Union League Club. The meeting opened at 12:30 p. m. sharp, with the customary luncheon, which proved to be as pleasing and popular as usual. J. L. Lane, chairman of the Entertainment Committee, fairly outdid himself in providing good things for the members gathered in the room. It was his last opportunity to essay anything of the kind before retiring from office and his efforts were thoroughly appreciated. The attendance was good, a number of interesting features helping to draw the members out.

After the luncheon, the meeting was called to order by the new and energetic president, F. B. McMullen. E. H. Klann, the industrious secretary, called the roll and read the minutes of the previous meeting, which were approved as presented. President McMullen then read the names of members appointed to the standing committees for the ensuing year, as follows:

Membership Committee: G. C. Pratt, chairman; J. C. Cowan, A. C. Quixley, C. H. Ostrander and A. H. Shoen.

Labor Committee: W. O. King, chairman; George R. Thamer and J. P. McParland.

Trade Relations Committee: Charles Westcott, chairman; W. C. Schreiber, O. O. Agler, George D. Griffith, H. R. Foster, F. L. Brown, J. G. Marsh, F. R. Gadd and O. F. Crane.

Market Conditions Committee: Theo. Fathauer, chairman; J. S. Trainer, E. H. Klann, A. H. Ruth, F. D. Smith, E. E. Skeele, F. J. Heidler, F. J. Pike, J. V. Lange and F. J. O'Connell.

Publicity Committee: J. H. Dion, chairman; Murdock MacLeod, C. F. Holle, C. B. White, F. C. Van Norstrand, F. M. Baker, L. E. Starr, Paul Schmechel and George F. Kerns.

Common Complaints Committee: R. S. Huddleston, chairman; O. O. Agler and John S. Benedict.

Entertainment Committee: J. L. Lane, chairman; C. L. Cross, J. H. Hansen, E. A. Thornton and T. A. Moore.

SPECIAL COMMITTEES

Consolidation Committee: F. L. Brown, chairman; H. S. Hayden and W. C. Schreiber.

Baseball Committee: T. A. Moore, chairman; R. S. Huddleston, W. A. Eager, E. F. Dodge and W. D. Kimball.

A feature of the session was the address of Attorney Elmer H. Adams, which followed the preliminary business. Mr. Adams discussed the recent decisions in the lower and appellate courts in the cases of the Wiborg & Hanna Company against the Chicago Car Lumber Company, outlining the cases and pointing out their importance to members of the lumber industry. Mr. Adams is attorney for the Chicago Car Lumber Company. Following his talk he announced that he would be glad to reply to any questions from the members and a general discussion followed. Some of the speaker's remarks were productive of searching queries from members of the exchange, but all were answered. Attorney Adams prefaced his remarks with a statement of his pleasure at the opportunity offered him to be present.

President McMullen then referred in a brief statement to the recent court action which was decided in favor of the Lord & Bushnell Lumber Company, a copy of which decision can be obtained for the asking by addressing the Lord & Bushnell company.

E. F. Dodge then told of recent differences with the Atchison, Topeka & Santa Fe Railway. He shipped a quantity of lumber from a point in Texas, he explained, which was to have been diverted on the Northwestern and delivered at Cairo, Ill. Instead, the consignment was grabbed by the Santa Fe a few hundred miles from the shipping point and the next thing heard of was that it had been received in the Chicago yards, the railroad concern demanding four cents a hundred to switch to the Chicago & Northwestern tracks. Mr. Dodge referred it to page 14 of the rulings of the Interstate Commerce Commission, which contained a provision by which a company may be fined for such action and such demand, to the extent of $250, and would also be liable for all resulting damages. Following this statement, the railroad company gave way, the speaker said, and there was no further trouble about the switching.

The meeting then adjourned.

Those present were:

Attendance

F. I. Abbott.
Elmer H. Adams.
F. M. Baker, Hardwood Mills Lumber Company.
S. C. Bennett, Hardwood Mills Lumber Company.
Fred W. Black, Fred W. Black Lumber Company.
J. A. Brown, W. O. King & Co.
F. L. Brown, Crandall & Brown.
G. H. Bulgrin, Quixley & Bulgrin Lumber Company.
James C. Cowen, Schultz Brothers & Cowen.
C. L. Cross.
H. B. Darlington, American Lumberman.
J. H. Dion, Maisey & Dion.
E. F. Dodge.
E. G. Edwards.
E. E. Finney, Upham Manufacturing Company.
D. B. Fox, Southern Lumberman, Nashville, Tenn.
F. R. Gadd, Wisconsin Lumber Company.
N. T. Hand, N. T. Hand & Co.
J. H. Hansen, John Hansen Lumber Company.
H. S. Hayden, Hayden & Westcott Lumber Company.
F. J. Heidler, Fink-Heidler Company.
S. P. C. Hostler.
C. C. Hubbard, Geo. D. Griffith & Co.
R. S. Huddleston, Huddleston-Marsh Lumber Company.
Fred J. Jeffris, D. K. Jeffris & Co.
Wm. E. Jones, G. C. Pratt Lumber & Tie Company.
W. D. Kimball, Kimball-Sullivan Lumber Company.
W. O. King, W. O. King & Co.
J. L. Lane, J. L. Lane & Co.
G. A. Larson, Fink-Heidler Company.
H. H. McLaughlin, McLaughlin Lumber Company.
Murdock MacLeod, Oconto Company.
F. B. McMullen, Fullerton-Powell Hardwood Lumber Company.
J. G. Marsh, Huddleston-Marsh Lumber Company.
E. W. Meeker, HARDWOOD RECORD.
Milton Miller, Christiansen Lumber Company.
T. A. Moore, T. A. Moore Lumber Company.
G. H. Ostrander, D. K. Jeffris & Co.
Park Richmond, Park Richmond & Co.
Geo. C. Pratt, G. C. Pratt Lumber & Tie Company.
A. H. Ruth, G. W. Jones Lumber Company.
Paul Schmechel.
Alfred Schmechel, Empire Lumber Company.
A. H. Shoen, The Columbia Hardwood Lumber Company.
Lewis E. Starr, The Starr Lumber Company.
R. D. Sullivan, Kimball-Sullivan Lumber Company.
G. R. Thamer, Empire Lumber Company.
E. Thompson, Frank I. Abbott.
F. C. Van Norstrand, United States Lumber & Cotton Company.
H. D. Welch, E. A. Thornton Lumber Company.
Charles Westcott, Hayden & Westcott Lumber Company.
J. S. Wyne, HARDWOOD RECORD.

Exports and Imports of Lumber in 1910

A complete report on the exports and imports for the year 1910 is issued by the Department of Commerce and Labor. It gives the complete statistics for December, 1910 and in addition makes comparisons with the years 1909 and 1908.

The estimated import of logs and round timber admitted free of duty during 1910 was 207,272,000 feet, valued at $2,170,770, in comparison to 154,503,000 feet, valued at $1,540,129, imported in 1909. During 1910 the amount of mahogany imported was 49,624,000 feet, valued at $3,477,658, as compared with 37,178,000 feet brought into the United States in 1909 at a valuation of $2,641,084. Other minor imports of other different woods coming under the classification of "unmanufactured" also showed the same proportionate increase. The amount of pulp wood imported during 1910 was 931,731 cords, valued at $6,109,574, as compared with 937,963 cords, valued at $5,613,710, during 1909. The total import of boards, deals, planks, and sawed timber was 950,269,000 feet, valued at $17,764,049, in 1910, as against 919,738,000 feet, valued at $18,265,938, in 1909.

The amount of lumber imported from Canada during the last year was so large that it shows the amount from other countries to be almost negligible. During 1910 the value of the timber imported from Canada was $334,925, while in 1909 it was $271,149.

The amount of wood pulp imported showed a general tendency to rival the value of sawed lumber imports for 1910. The entire quantity of merchantable ground and chemical pulp imported was 1,013,550,715 pounds, valued at $13,296,500 against 735,300,119 pounds during 1909, valued at $10,315,089. The imports from Canada during both years exceeded by one-third the entire amount imported from all other countries.

The total import of sawed lumber during December, 1910, was 61,546,000 feet, valued at $1,145,133, which shows a decline as compared with 76,625,000 feet, valued at $1,450,366, during December, 1909.

In view of the possible reciprocity with Canada, it is interesting to note that all of the sawed lumber imported during December, 1910, excepting 871,000 feet, valued at $24,529, came from Canada. The number of mahogany logs imported free of duty during December, 1910, amounted to 5,186,000 feet, valued at $346,230, in comparison to 5,360,000 feet, valued at $354,154, during 1909.

The exports of wood products in 1910 showed a considerable increase in the quantity and value of the items. The value only is given for comparison in hewn and sawn timber in the three years. In 1910 the total value was $14,858,998, as compared with $13,600,576 in 1909 and $14,611,547 in 1908. A comparison with 1909 shows that in 1910 there was an increase in the export of timbers to the United Kingdom, France, Italy, the Netherlands, miscellaneous Europe, Central America, Mexico and South America, and a decrease of shipments to Germany. The exports of boards, deals, planks, joints and scantling in 1910 totaled 1,900,276,000 feet at $41,675,785, as compared with 1,535,308,000 feet, valued at $32,856,078, for 1909. But the increase of exports to Canada is considerably larger for this year than last, as is shown by the figures, which are 3,255,000 feet, valued at $7,670,201, in 1910, and in 1909 135,402,000 feet, valued at $3,770,066.

Lath Manufacture an Art

The Domestic Lumber Company of Columbus, O., has issued a card of instructions as to the proper manufacture of plastering lath, for the benefit of sawmill men. In the letter which accompanies the card, the statement is made that plastering lath properly manufactured and piled are a source of profit and a pleasure to handle. When improperly made they are the reverse. The letter winds up with the statement "Now follow instructions concerning lath," which instructions are in part as follows:

Owing to the rapidity with which laths are manufactured and bundled, the misplacement of an occasional piece is practically unavoidable. However, every reasonable effort should be made to have the grade, size and manufacture conform to specifications, as the laths go right from the sawmill in the rough to a finished plastering job on some high-class residence or office building, where the demand for straight smooth walls cannot be gainsaid. Most other items in building material are equalized with the planer and sander before being used for construction purposes. It is, therefore, important that only experienced, competent workmen manufacture lath.

Put fifty pieces in each bundle and pile where there is a good ventilation on proper foundation

with 2x4 sticks, allowing at least 8 inches air space between bundles.

Many firms practice a false economy by allowing inexperienced boys to manufacture lath, or rather improperly manufacture them. Fully ninety-five per cent of the kicks which involve loss of prestige and profit come from improperly manufactured lath. Damages resulting from improper manufacture should be charged up to the workmen making them.

The above suggestions if followed out would certainly revolutionize the quality of lath which is generally marketed today.

Lengthening the Life of Ties

Various railroads have resorted to chemical means for the preservation of wood ties. It has been approximately calculated from results obtained by this process that it will greatly decrease maintenance of way expenses. Many of the important problems in the art of wood preservation and in the use of preserved woods also have yet to be settled.

Of recent years critical attention has been fixed on wood preservation, and it is predicted that it will be put on a more rational and scientific basis. Some of the unsolved problems of wood preservation thus become timely. As between zinc chloride and creosote, the advocates of the use of creosote in the past have had the better of the argument. The leaching out of the zinc chloride, however, which substance is admitted to be an effective and cheap preservative, has been unduly magnified. Volatilization of the lighter fractions of the creosote is becoming evident. Recently insistence has been upon the heavy fractions of the oil which are permanent rather than the lighter fractions.

The proper amount of creosote that needs to be injected in ties offers another problem. This problem is one of economics and is related to the mechanical life and the first cost of the ties. The amount of creosote should be sufficient to preserve the tie for a period equaling its mechanical life and the users of light creosote treatments, such as the Rueping or Lowry process, base their belief on the principle that it is not an economy to protect the tie chemically for twenty-five years when its mechanical life is limited to twelve years under the present tracks fastenings.

Another matter of interest is the future supply of creosote oil. This oil, a by-product of the coal tar industry, is controlled by the use to which the other by-products may be put.

As to the treating process itself, it may be noted that there is considerable progress toward the use of seasoned timber, as reflected in the specifications proposed by the committee on wood preservation. It is apparently cheaper to season the wood in the air than to attempt to open the passages by slow steaming of green ties in the cylinder.

It is apparent that with the increased demands of inspection more uniform results must be obtained. Wood has a great inherent variability. It must be expected that individual absorption by individual ties must vary considerably from the average absorption that is specified. The aim, however, must be to reduce this variation. In other words the ties which go in the cylinder must be uniform.

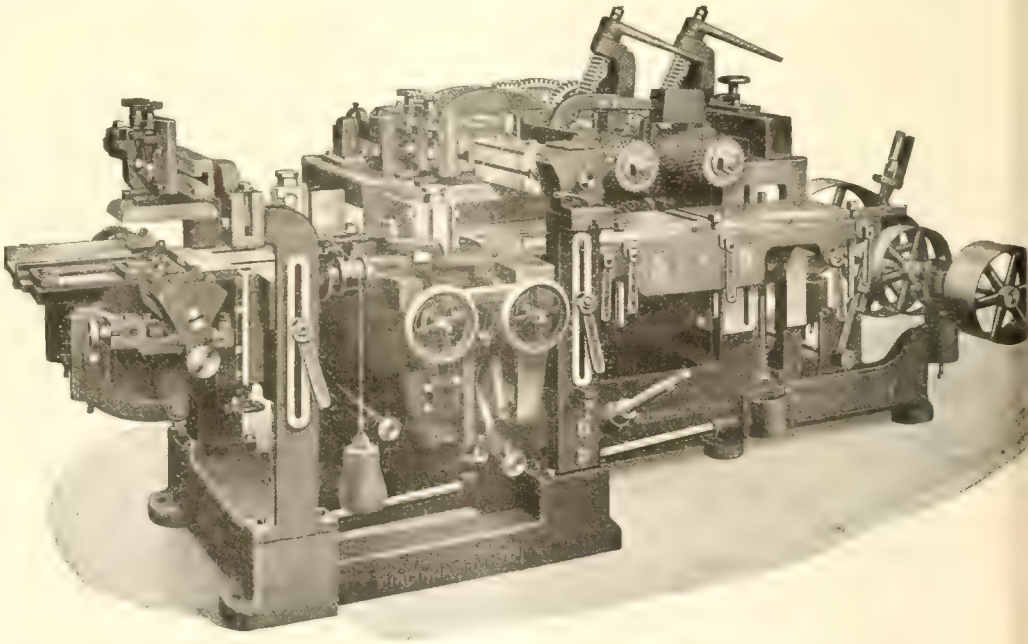
With regard to the method of injection, one finds a wide number of different sequences of the application of the various elements, namely, vacuum, hot air, pressure and temperature of preservative. The object is to obtain the greatest degree of penetration with the smallest amount of creosote that it is safe to use. In the case of creosote one is dealing with two fields of knowledge about which even experts are apparently at sea, namely, the physical laws that control the passage of air and fluids through the wood structure, and the properties and manufacture of coal tar. It may be said, in fact, that the whole theory of wood preservation is apparently unsettled. One is led to believe that the antiseptic elements of the coal tar are the least important, but that the waterproofing elements are most effective.

With reference to preservatives again, the value of the oil from water gas tars, which are produced in such vast quantities and which are supposed to form a source of supply for creosote oil, is yet to be determined.

To sum up, it may be said that continued and more extended use of wood preservation may be expected and that thereby the tie renewals in this country should be cut down from the present one hundred and thirty million to less than eighty million in the progress of the next ten years; that we have yet to learn the best method of making use of preserved ties by mechanical protection in the track; that the relative merits of creosote and zinc chloride, as well as the relative value of coal tar and petroleum tar as a basis for creosote, are yet to be determined and that creosoting of woods and the sequence of operations in the cylinder must be elucidated by much scientific study.

A New Departure in Molding Machinery

Knowing RECORD readers are ever on the lookout for machines that are continually being built to answer their most exacting requirements, it gives us pleasure to invite their attention to the illustration shown herewith of the moulder manufactured by J. A. Fay & Egan Company. This company has made a specialty of moulding machinery which for years has been recognized as the standard throughout the lumber fraternity. It has made a careful and exhaustive study of the needs of its customers, and keeps in continual touch with the results obtained from its machines so as to better know how to improve them where it is found possible or desirable.



NO. 184 FOUR SIDE MOLDER 12 INCHES AND 14 INCHES

The molder has established a wide reputation because of its superior mechanical construction —it is equipped with eight rates of feed under instant control of the operator, slow feeds for doing the finest work in hardwoods, and fast speeds for the softer stock.

We are pleased to call your attention below to some other features which help to put this machine in a class by itself.

From the illustration you will note the extra heavy frame with the massive base crest in one piece and extended to form an outer bearing for the upper head and eliminate overhang in the lower head. It is made extra long to give good belt length.

The chip breakers and pressure bars are adjustable and swing back out of the way and are returned to original position without readjustment. The side heads are mounted on table with independent vertical, lateral and angular adjustments, all made from front of machine. The outer side head, matcher clip and fence adjust laterally as a unit.

The feed is very powerful and positive, consisting of four powerfully geared rolls, the two upper ones being spur sections and the two lower ones solid. The upper rolls are driven down, which makes it possible for the manufacturers to attach their patent spring hold down, giving uniform pressure on the material, and being in every way more powerful and satisfactory than the old system of weights and levers commonly found on molders.

Patent sectional clamp bearings applied to upper and lower head spindles, eliminate frequent rebabbitting and insure cool running journals.

Powerful screws mounted on ball bearings raise and lower the bed, the section of which, after the lower head, swings down out of the way to give access to the knives. Lower head has vertical and lateral adjustments.

For further information concerning this machine you are invited by the manufacturers at 414-434 N. Front street, Cincinnati, O., to write for a large illustrated circular.

How to Recognize Wood

Identification of various woods, without comparison, is not as easy as might appear. Many are so nearly alike as to make successful sub-

stitution possible, yet they have their own characteristics which make them easily recognizable to the expert. However, there are characteristic differences which are difficult to describe, according to C. Clankey in Wood Craft.

So nearly alike are certain pieces of cypress and yellow pine that comparatively few men are expert enough to tell one from the other by sight alone. With regard to coloring there is always a characteristic difference between two woods, although it may be obscure. It consists in a peculiar blending of pink, grey and brown which does not occur in the hard pine. Hard pine when burning does not differ much in odor from other woods, while that of cypress is very marked.

Other woods having pungent odors are black walnut, cedar and Douglas fir, while some with a lesser odor are cottonwood, basswood, oak, ash, elm and even hickory. All may be known by their odor, but cannot be described in words in order that the woods may be thus distinguishable. So far as verbal description is concerned there is no common wood, with the possible exceptions of bird's-eye maple and quarter-sawed oak, a description of which would not fit some other equally as well.

One invites error in depending upon the color of wood alone as a distinguishing mark, unless a fresh cut is made deep enough to get under the effect of the persistent action of the sun's rays. The indirect rays of the sun will change the color of a piece of lumber in time as completely as if it had lain directly in the sunshine. Although the change in some woods is slight and amounts to little more than weathering, in others the process is comparatively rapid and results somewhat unexpected.

A piece of bright yellow poplar of a greenish tinge with an edge of white sap will turn as brown as a cypress board after three months' exposure and the white sap will be as brown as the darker heart. Exposure will also darken mahogany and walnut. Red gum when exposed loses its lavender tinge and becomes a lusterless brown.

In describing red gum, the chief characteristics named would be mild purple, pink and brown with modified streaks of black running through it in fantastic figure. The same thing, however, is sometimes met with in yellow poplar. One can find gum boards, though, which have no figure, but which are colored very much the same as poplar which has been exposed to the light for a short time. It is difficult to describe tupelo gum, cottonwood or basswood so that one description will not be mistaken for either of the others. In describing the difference between red and white oak, the texture and appearance of the grain, the open pores and the look of the end of the pieces have more to do with determining the class than the color alone.

It is commonly known that oak has a characteristic color when it is wet or green, but very little when well seasoned, which accounts for some of the mistakes made by woodworkers of taking oak out of the drykiln and testing its condition by the odor, thinking it is dry enough to work when in reality there is but a portion of the outside parts dry enough to prevent the sap on the inside from reaching nostrils of the workman.

Destruction of Timber by Pests

At a recent lecture delivered by a famous Scotchman at the University of Edinburg, it was claimed that the timber loss in the United States caused by insects and fungi, each year represented a sum of money greater than the cost of a year's up-keep of the army and navy, and over a ten years' period the amount of timber killed and reduced in value in America by insects represented an average loss of $62,500,000 each year.

January Export Encouraging

The monthly government report covering the total exports and imports of this country shows a visible balance of trade of approximately $67,000,000 in favor of the United States. Of course a goodly percentage of this apparent favorable balance is offset by such contributions on the part of this country as the yearly donation by foreign tourists, sums paid for transportation of goods in foreign ships, etc. But the result nevertheless is decidedly encouraging, as compared with figures for 1910.

As the figures apply to wood and manufactures of wood, the export for January, 1911, was approximately $1,000,000 greater than the foreign shipments for January, 1910. While for the seven months' period ending with January, 1911, the increase was more than $8,000,000, showing that the improvement has been steady and uniform. The value of manufactured lumber exported in January, 1911, increased $120,000 over the value of the same products exported in 1910. The increase for the seven months' period ending with January amounted to $5,000,000.

On the other hand, the figures given for imports of forest products showed that in January, 1911, these commodities to the value of $3,500,000 were shipped into this country. This is but a slight increase over 1910 figures. It is interesting to note that the imports of woods products in Canada showed a noticeable decrease from 1910 to 1911, while the woods products exported from this country to the Dominion almost doubled. This is particularly true of manufactured lumber.

Miscellaneous Notes

The Smith & Nixon Piano Manufacturing Company of Cincinnati, O., has been succeeded by the Knabe Brothers Company.

The Combination Furniture Company was recently incorporated at Nashville, Tenn., with an authorized capital stock of $15,000.

The Auto Body & Specialty Company of Flint, Mich., was recently incorporated with an authorized capitalization of $15,000.

The Mount Calvary Lumber Company of Mount Calvary, Wis., was recently incorporated with an authorized capitalization of $10,000.

A new concern to enter the trade at Rochester, N. Y., is the Valley Creek Lumber Company, which has an authorized capital stock of $30,000.

A new concern to enter the trade at Dallas, Tex., is the Hansen Woodworking Company, which was recently incorporated with a capital stock of $12,000.

The Bell-Deal Lumber Company was recently incorporated at Buhl, Tuscaloosa county, Ala., with a capital stock of $30,000. The incorporators are A. E. Bell, W. W. Deal and S. E. Deal.

The Mitchell Brothers Company of Jennings, Mich., has resumed operations at its flooring mill. New machinery has been added which will increase the capacity of the mill one-fourth.

The Cherry Lumber Company and James L. Broadfoot & Co. have consolidated their interests at Elkins, W. Va., and hereafter the mill of the Broadfoot people will be run by the Cherry Lumber Company.

The E. H. Dodge Lumber Company was recently incorporated at Portland, Ore., with a capital stock of $35,000 for the purpose of manufacturing lumber. The incorporators are E. H. Dodge, H. J. Babcock and H. H. Parker.

The Hines Buggy Company of Boykins, Va., was recently organized to establish a buggy factory. W. W. White is president of the new company, R. H. Powell, vice-president, and C. T. Beaton is secretary and treasurer.

The Waterford Lumber Company, domiciled at Boyce, Miss., was recently incorporated with a capital stock of $30,000. The incorporators are C. H. Poythress and J. A. McCain of Meridian, Miss., and J. S. Gray of Boyce.

The Kentucky River Poplar Company, which suspended operations over a year ago as the result of financial difficulties, is now being reorganized by James Masters and W. J. Roberts. The sawmill plant will be operated by them at Valley View, Ky.

The Fond du Lac Church Furnishing Company of Fond du Lac, Wis., has recently increased its capital stock from $50,000 to $100,000. This step was taken in order to provide additional working capital to take care of its rapidly increasing business.

Fire recently destroyed the plant of the Lambert Furniture Company of Thomasville, N. C., causing a loss estimated at $40,000, with insurance of about $8,000. The origin of the fire is unknown. Nearly one hundred people were thrown out of employment.

A new concern for Atoka, Okla., is the National Lumber & Manufacturing Company, which was recently incorporated with a capital stock of $10,000. The directors of the new company are J. M. Humphries, W. Bassell, James H. Ganert, I. Q. Jones and F. E. Adams.

A new concern to enter the trade at Rockford, Ill., for the purpose of manufacturing and dealing in furniture is the Rockford Light Furniture Company, capitalized at $15,000. The incorporators of the new company are Frank O. Lind, William Person and C. A. Abramson.

The factory which was formerly run at Knoxville, Tenn., under the name of the Murphy-Jacks Cabinet Company, manufacturer of furniture and mantels, is now known as the American Mantel Manufacturing Company. George Gaut is the leading spirit in this enterprise.

The Ward Manufacturing Company of St. Louis, Mo., has recently been organized to manufacture kitchen cabinets. Its plant has a daily capacity of twelve cabinets. The officers of the new company are W. E. Ward, president and manager; John D. Moore, secretary; Jackson Guthrie, treasurer.

Edward Poor, a well-known hardwood manufacturer of Stoneville, Miss., was recently killed at his sawmill by a young negro. Mr. Poor had been talking to the negro about an account and when he turned to go to his office the negro attacked him with a knife. Mr. Poor was well known in the New Orleans district.

The Ohio Valley Tie Company of Louisville, Ky., has sold its timber holdings at Jackson, Ky., to I. W. Ford and George E. Tomlinson of Winchester, Ky. They have organized the Reliance Manufacturing Company, which will make a specialty of manufacturing ties in large quantities for railroads in that section of the country.

A new incorporation for Dallas, Tex., is the Dorsey Company, which is capitalized at $1,000,000. The new company will manufacture bank and office fixtures, furniture, filing devices, etc. The officers of the Dorsey Company are James A. Dorsey, president; Harry Dorsey, vice-president; J. B. Adoue, treasurer, and H. S. Simpson, secretary.

The Barry Lumber & Tie Company of Clarksville, Red River county, Texas, was recently incorporated with a capital stock of $40,000, $27,000 of which is fully paid in. The incorporators of the new concern are John E. Barry, 180 shares; C. O. Bollman, 140 shares; J. D. Barry, 80 shares. The company will do a lumber and tie business.

The Carver Buggy Company, organized at Morristown, Tenn., about a year ago, has just been incorporated under the laws of Tennessee with a capital stock of $50,000. O. R. Carver is president of the concern; H. F. Torbaugh, vice-president, and C. C. Hale, secretary and treasurer. The company manufactures high-grade buggies and surries.

The Stephenson Lumber Company was recently organized under the laws of New York state with an authorized capital stock of $50,000. It has acquired the business which was formerly carried on by the Bay Ridge Lumber Company. The officers of the new concern are James P. Stephenson, president; F. S. Dunlop, vice-president, and E. D. Dunlop, secretary and treasurer.

The lands, sawmill, etc., of the Gogebic Lumber Company, manufacturer and wholesaler of hardwood lumber and shingles, Marinesco, Mich., have recently been purchased by the Edward Hines Lumber Company of Chicago for approximately $1,000,000. The plant suspended operations about two years ago, but the new owners expect to put it in good condition again and resume operations at an early date.

It has been announced that the plant of the Thornhill Wagon Works, Lynchburg, Va., which was recently destroyed by fire, will be replaced by new buildings, plans for which are now being prepared. The main building, 100x600 feet, will be equipped with the most modern sprinkling devices. Several small buildings will

be constructed, which, when completed, will practically double the company's floor space.

Fire recently destroyed the three-story warehouse of the American Furniture Company of Denver, Colo., together with furniture valued at $40,000. Every floor of the building was filled with furniture and owing to the large quantities of excelsior and other packing material, the fire made rapid headway. However, the company has secured another warehouse which is fully equipped in every way and will therefore need no new machinery or equipment.

The Fort Worth Wagon Company at Fort Worth, Tex., has recently been incorporated with a capital stock of $150,000, all paid in. The company will engage in the manufacture and selling of farm wagons and expects to commence operations within ninety days, after which time its plant will be completed and all necessary machinery installed. The capacity of the plant is estimated to be about 5,000 wagons per year. I. H. Burney is president of the new concern; Van Zandt Jarvis, vice-president, and C. Hightower, secretary and treasurer.

The Consolidated Fuel & Lumber Company, with headquarters at Ishpeming, Mich., and mills throughout Marquette county, is steadily increasing its business in the sale of fine hardwood flooring. Its mill at Negaunee is busy on several large orders for delivery at a great distance from this place. The fame of the manufacture is spreading. The mill is one of the latest and best types, and the flooring is made from thoroughly dried lumber by men who are skilled in the work. The making of hardwood flooring promises soon to be one of the important features in the business of this progressive organization.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

CHICAGO

H. H. Gibson, editor of HARDWOOD RECORD, is at the Michael Reese hospital, where he underwent a severe surgical operation on Monday, April 3, for intestinal ulcer. At present he is doing as well as can be expected, and it is sincerely hoped he will be back at his desk within a few weeks.

J. D. Lacey and Wood Beale of the big timber house of J. D. Lacey & Co. left on April 6 for a southern trip.

D. J. Arpin of the Arpin Hardwood Lumber Company, Grand Rapids, Wis., was a Chicago visitor during the last week. Mr. Arpin says the logging season in Wisconsin is over, and that lumber stocks are very largely broken.

Claude M. Sears of the Edward L. Davis Lumber Company, Louisville, Ky., visited his Chicago customers last week. Mr. Sears reports trade very fair.

W. H. Russe of Russe & Burgess, Inc., Memphis, Tenn., was in town a few days last week on his way home from a trip to New York. Mr. Russe says that trade conditions are not remarkably flattering in the East.

A. L. Foster, secretary of the J. W. Thompson Lumber Company, Memphis, Tenn., recently spent a few days with his friends in the trade.

J. H. P. Smith of the Hardwood Lumber Company, Cincinnati, O., was in town last week on one of his regular pilgrimages of sales and storytelling. "J. H. P." has a large line of lumber products to offer, but it bears no comparison to his collection of anecdotes.

The editor of the RECORD acknowledges the receipt of a picture postal card from San Francisco from W. R. Barksdale, the well-known Memphis lumberman, who is making an extended tour of the Pacific coast, accompanied by his family. Mr. Barksdale advises that Japanese oak is quite a factor on the Coast. He expects to return home next month.

Among the last week's Chicago visitors was R. M. Carrier, president of the Carrier Lumber & Manufacturing Company, Sardis, Miss. Mr. Carrier has recently returned from a pleasure trip to Cuba, on which he was accompanied by his wife.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States was a Chicago visitor last week.

R. L. Clark, the junior member of the Canadian hardwood manufacturing house of Edward Clark & Son, with headquarters at Toronto, was a Chicago visitor on March 30. Mr. Clark's house specializes in birch, brown ash, basswood and elm, and enjoys a large trade in the East. He is now figuring on marketing a good deal of hardwood stock in Chicago and vicinity.

The RECORD acknowledges a call on March 30 from W. H. Hopkins, treasurer and sales manager of the New River Lumber Company, Cincinnati, O. Mr. Hopkins says that the trade of his house is entirely satisfactory, and that he is sold close up to green stock. While the New River Lumber Company has been manufacturing 100,000 feet of lumber daily since the first of the year, it has shipped since January 1 two million feet more lumber than it has been able to produce.

The RECORD was favored with a call on March 30 from E. R. Plunkett, representing the George Webster Lumber Company of Swanton, Vt. Mr. Plunkett is making a trip in this section of the country buying additional quantities of thick birch to take care of his company's eastern trade.

Max Sondheimer, head of the big hardwood house of the E. Sondheimer Company, Memphis, Tenn., was a Chicago visitor last week. Mr. Sondheimer reports business only fair in the Memphis district, but is optimistic over the future.

Wm. L. Hall of the Forest Service called on the RECORD March 27. Mr. Hall is en route to Washington, where he will take up the work of analyzing available properties which can be purchased by the government for the establishment of the Appalachian Park reserve, authorized by the last session of Congress. Mr. Hall is one of the best posted men connected with the Forest Service on this subject, and will probably devote several years to this work.

W. D. Young, head of the big hardwood lumber and maple flooring house of W. D. Young & Co., Bay City, Mich., was in Chicago on March 27, en route home from an extended trip to the Pacific coast.

C. A. Phelps of the Hackley-Phelps-Bonnell Company, Grand Rapids, Mich., was a recent Chicago visitor. Mr. Phelps was en route to the mills at Hackley, Wis.

A. C. Quixley of the Quixley & Bulgrin Lumber Company, Fisher building, Chicago, was recently called to Beloit, Wis., by the death of his mother.

F. D. Timlin of Wausau, Wis., a member of the Wheeler-Timlin Lumber Company, was in Chicago recently in conference with Lou Wheeler, whose headquarters are in this city.

W. E. Williams, president of the W. E. Williams Company, well-known hardwood flooring manufacturer of Traverse City, Mich., recently spent several days on business in Chicago.

Alex Lendrum of the Penrod Walnut & Veneer Company of Kansas City, Mo., was a welcome caller at the RECORD office on April 3. Mr. Lendrum was en route to Europe.

S. C. Bennett and H. C. Miller, respectively president and secretary of the Hardwood Mills Lumber Company, Monadnock block, recently returned from an extensive trip to northern mill points. While away they secured some choice lots of birch, which wood, they stated, was not in plentiful supply.

J. T. Phillips, manager of the Diamond Lumber Company of Green Bay, Wis., recently called on the Chicago trade.

James E. Stark of James E. Stark & Co., Memphis, Tenn., spent several days in Chicago recently in attendance at the meeting of the Interstate Commerce Commission.

Phil Attley, manager of the Ross Attley Lumber Company of Heth, Ark., spent several days in Chicago the first part of April in conference with James Attley.

H. C. Humphrey, vice-president of the G. W. Jones Lumber Company of Appleton, Wis., attended the meeting of the Interstate Commerce Commission, held in Chicago on March 30. From here Mr. Humphrey left for Nettleton, Ark., one of the southern mill points of his concern. Mr. Humphrey spoke optimistically of business, stating that March had been very good and trade in the lower grades of hardwoods had been excellent.

The regular monthly meeting of the Chicago Wholesale Lumber Dealers' Association will be held in the Tower Room of the Union League Club on April 18 at 12:30 p. m. An important feature of the meeting will be the furtherance of plans in regard to amalgamation.

S. B. Anderson of the Anderson-Tully Company, Memphis, Tenn., spent a number of days in Chicago last week.

Burt Trumpf, representative of the Thomas & Proetz Lumber Company, St. Louis, Mo., was in town last week calling on the trade. His talk indicated a prosperous condition in his vicinity.

G. Von Platen of the Von Platen Lumber Company of Boyne City, Mich., recently spent several days in the city combining business with pleasure.

Joseph Okeneski of the Arpin Hardwood Lumber Company of Atlanta, Wis., made a short visit to the city last week and managed to transact considerable business.

J. F. McSweyne of the Memphis Sawmill Company of Memphis, Tenn., spent a few days in town last week calling on his many friends in the trade.

W. W. Gamble, secretary of the Wausau Lumber Company, Rib Falls, Wis., recently visited the Chicago trade. He stated that conditions were showing some improvement generally.

The offices of H. R. Foster, one of Chicago's wholesalers, have been removed from the First National Bank building to 1312 Peoples Gas Light & Coke building. His rooms here are more commodious and attractive and afford better facilities for handling business.

The White Lumber Company, located at West Twenty-second and South Laflin streets, Chicago, states that its entire stock of lumber has been removed to 1500-1600 Webster avenue. Shortly after May 1 the offices will also be moved.

G. S. Edmonson, manager of the Blue Grass Lumber Company, Louisville, Ky., passed through Chicago recently on his way to Spokane, Wash.

Frank J. Hathway of the Hathway Lumber Company, recently left for the South where he will remain several weeks.

Frank B. Houston of George B. Houston & Co., who has been abroad for several months, returned to Chicago on April 9. The trip included both business and pleasure. His company is now located at 757 Railway Exchange building, having recently removed from the Tribune structure.

D. J. Collins of the J. S. Stearns Lumber Company, Odanah, Wis., spent a few days in Chicago recently. He reported prospects good and business increasing.

Charles E. Gill, northern representative of Upham & Agler, whose mills are located at Wausau, Wis., dropped into town during the last two weeks on a visit to the main offices.

Charles White of the White Brothers Lumber Company, is planning a trip to northern Michi-

gan points. He spoke favorably of red gum conditions.

J. C. Knox, Cadillac, Mich., secretary of the Michigan Hardwood Manufacturers' Association, also attended the recent meeting of the Interstate Commerce Commission in Chicago. Regarding hardwood conditions, Mr. Knox had only good words. He stated that considerable of the low-grade stock is now being utilized for railroad ties.

It is announced at the offices of the Huddleston-Marsh Lumber Company, Chicago, that it has taken over D. W. Walker, who has been intimately engaged in the mahogany business for many years. For the last fifteen months he has been traveling on his own account and is thoroughly familiar with the mahogany, fancy wood, veneer and glued-up stock of his new employers.

Charles A. Geier, yard manager of the Otis Manufacturing Company, New Orleans, La., spent a couple of days in Chicago this week on business.

NEW YORK

Stone & Hershey, a prominent wholesale house of Newark, N. J., has just been expanded through the admission to the firm of R. V. Gibson of Newark and H. P. Goodrich of New York, and will hereafter be known under the style of Stone, Hershey & Gibson. Mr. Gibson has for years been identified with the wholesale trade of Newark, and Mr. Goodrich being well known in a like capacity in the Metropolitan District. The admission of these new interests will greatly strengthen the selling end of this successful house and make it a stronger factor than ever in the Newark and Metropolitan District trade.

D. N. Meighen has opened headquarters at 1 Madison avenue to represent directly W. C. Edwarda & Co., of Ottawa, Ont., and the Robinson-Edwards Lumber Company of Burlington, Vt., in the Metropolitan District trade. For the past year the products of these well-known companies have been distributed by the Manufacturers' Lumber Company, but under the new arrangement will be sold direct by Mr. Meighen.

C. B. Thomson, for the past twenty years identified with Frederick W. Cole, wholesaler of 29 Broadway, has severed his connection with Mr. Cole to engage in a wholesale lumber business on his own account, with headquarters at 1 Madison avenue. Mr. Thomson is widely and favorably known, and his many friends in the trade wish him every success in his new departure.

Moore Brothers, the well-known retail hardwood house located at Twenty-fourth street and Eleventh avenue, whose yard was completely wiped out by fire on October 3, 1910, have entirely rebuilt their plant with brick structures and have grouped within their warehouses a large and high-class stock of seasoned hardwoods.

Horsey & Mills, Inc., is the name of a new concern just organized with headquarters at 45 Broadway, by G. H. Horsey, formerly with F. D. Langstroth & Co., city, and B. S. Mills of Wilmington, N. C. They will handle a general line of yellow pine and cypress. Mr. Horsey will look after the New York end of the business, Mr. Mills devoting his attention to the southern end, with headquarters at Wilmington, N. C.

BUFFALO

The Hugh McLean Lumber Company denies the recently published report that its headquarters is to be removed shortly to Cincinnati. The company has had yard property in that city for several years and in the future may stock it with hardwoods, but has no intention of giving up its well-located yard in Buffalo.

The James H. Walsh Company has been succeeded by the National Lumber Company. The officers of the new concern are James A. White, president; H. L. Vetter, secretary; H. B. Corsline, treasurer. Mr. Corsline will be in charge. The yard is well located in the hardwood section on Seneca street and will carry a large stock of hardwoods. A switch was recently put in to connect with the Pennsylvania railroad.

The firm of Taylor & Mason, which has been in operation here for several years, has been dissolved. The business will be continued by S. B. Taylor & Co., the principal interest in the new firm being that of Mr. Taylor. Mr. Mason will continue in the lumber business, but has not yet announced his plans.

J. M. Briggs is planning a trip to be made within a few days to the Adirondacks, where the firm of J. M. Briggs & Co. has a large amount of spruce and other hardwoods, the shipments of which have been somewhat handicapped recently by an unusual amount of stormy weather.

M. M. Wall, chairman of the lumber committee of the Chamber of Commerce, and president of the Lumber Exchange, advocates reciprocity with Canada in the April Live Wire, as beneficial both to the American dealer and consumer.

Hugh McLean and R. D. McLean have been spending some time in Chattanooga on account of the fire which destroyed the McLean Lumber Company's mill there on the night of March 22. An account of this fire is given elsewhere in this issue.

F. W. Vetter states that there has been an unusual demand for ash recently at his yard. Sales in that wood last month were larger with him than they had been in a good many previous months.

J. N. Scatcherd attended the funeral of a relative, Miss Winifred Scatcherd, at London, Ont., on March 29, and spent several days at his old home farm in the neighborhood of that city.

Among the lumbermen attending the commission government hearing before the joint legislative committee at Albany were Knowlton Mixer, Horace F. Taylor, B. E. Darling, A. J. Elias, I. N. Stewart and F. W. Vetter.

PHILADELPHIA

J. E. Troth of the J. S. Kent Company reports a lack of vigor in trading. However, the volume of business has been fair and prospects for the near future are encouraging.

Charles K. Parry of Charles K. Parry & Co. states that March trading has proved the best his company has ever had, and he is optimistic as to spring business.

W. J. Mingus of Mingus & Rutter admits that business has been somewhat spasmodic, but the totality for the month has been satisfactory and he is cheerfully disposed as to outlook.

William P. Shearer of Samuel H. Shearer & Son says that orders are coming in right along and he anticipates a positively healthy business from now on. Samuel H. Shearer has just returned from a pleasant stay at Atlantic City, N. J.

H. Billetter, manager of the Philadelphia branch of the Lumber Insurers' General Agency, New York, recently returned from a trip through his territory. He reports that while trading is somewhat slow just at present the general feeling is decidedly optimistic regarding spring business. From an insurance standpoint he states that he has no reason whatever to complain, as he is building up a constantly increasing volume of business.

The annual meeting of the Lumbermen's Exchange of Philadelphia will be held at the exchange headquarters, Crozer building, on April 13, and will be followed by the usual banquet at the Union League.

Robert W. and John H. Schofield of Schofield Brothers and the Saltkeatchie Lumber Company, Schofield, S. C., have just returned from the mill, where they attended the annual meeting of the company. They report a very satisfactory showing for the year's business and predict similar good results for 1911.

Emil Guenther as usual is conservative in his statements regarding trade conditions. He admits that business has shown some improvement and that the outlook is favorable.

T. S. Clark, aged sixty-two, died recently at his home in Williamsport, Pa. He was one of the best known lumbermen in the state and a member of Brown, Clark & Howe. Mr. Clark was a thirty-third degree Mason.

Henry Kurtz, a retired civil engineer and wealthy timber land owner, died recently at Reading, Pa., aged fifty-six.

Morris M. Wood, a former lumber dealer, died on March 23 in this city. He left an estate of $77,000 to his family.

The Featherman Furniture Company, Connellsville, Pa., obtained a charter under Pennsylvania laws on March 23. Its capitalization is $20,000.

The Goldsmith Furniture Company, Pittsburg, Pa., was incorporated on March 23 with a capital stock of $15,000.

The East Stroudsburg Lumber Company, East Stroudsburg, Pa., obtained a charter under Pennsylvania laws March 30. The new company is capitalized at $25,000.

The Acme Veneer & Body Company, Rahway, N. J., was incorporated March 30 with a capital stock of $100,000.

PITTSBURG

The Linehan Lumber Company has moved from the May building to the Fulton building and the Forest Lumber Company has also moved from the Diamond building to the Fulton building. The Mead & Speer Lumber Company has left its old home in the Park building and is now quartered in the new Jenkins Arcade building, where Hamilton Brothers Lumber Company is also to be found.

Pittsburg building operations to date for 1911 show a total of $29,784,000, as compared with $15,729,000 for the corresponding period of 1910. This year's total is fifty per cent larger thus far than for other years.

The Palmer & Semans Lumber Company is receiving a nice lot of orders and finds its trade steadily increasing. Its newly established office at Philadelphia is getting well under way. I. F. Balsley, sales manager, is on an eastern trip this week.

The A. M. Kinney Lumber Company is starting a new hardwood mill this week at South Heights on the P. & L. E. railroad. Mr. Kinney reports a very good inquiry for railroad and mining stock and believes that he is going to have a busy summer this year.

President R. A. McDonald of the McDonald Lumber Company announces that his company now has all the good business that it can take care of and that very fair prices are being secured.

The Goodwin Lumber Company has been doing a nice business in hardwoods this spring under the management of E. H. Schreiner. Its West Virginia plant is kept busy and is turning out a splendid lot of hardwood.

The Breitwieser-Wilson Lumber Company reports an excellent business for March, its sales having been the largest ever made by that concern.

The Newell Brothers Lumber Company is winding up its operation at Braucher Station, W. Va., where it has been cutting hardwood and oak for some three years. Its new operation in West Virginia is getting shaped up finely under the direction of J. A. Newell, and good shipments are being made right along.

W. P. Craig of the W. P. Craig Lumber Company is making a splendid record in shipments, but finds that orders are coming slow. Mr. Craig announces that the company's mills are busy and that as soon as this temporary slump in buying is over, he looks for a busy season.

Bemis & Vosburgh are doing a steady and very

[illegible] business this spring. Hard mills in West Virginia have been kept busy nearly to capacity most of the time.

BOSTON

W. H. Blanchard of the Blanchard Lumber Company, Boston, will leave the last of this month for a three months' European trip, covering England, France, Italy, Switzerland and Germany. He will be accompanied by Mrs. Blanchard and son and daughter.

The Wakefield Mill Company, which was recently organized, has started in business in a new one-story building, 40x80 feet, at Wakefield, Mass. The plant is equipped with the latest type of machinery and the shafting and belting, instead of being overhead, are carried along under the floor.

Mr. Welch of Welch & Kerry, Reed City, Mich., was a recent visitor in the Boston market.

The bill that has been before one of the committees of the Massachusetts legislature to provide for lumber yards being enclosed by high brick walls has been disposed of by the committee giving the one who entered the petition permission to withdraw it. This bill as proposed was very unfair to the lumber dealers, and during the hearing the fact that the city of Boston had not provided proper protection against the spread of fires in the lumber district was brought out. It was shown that the city could install a higher water pressure which would go a long way toward preventing a serious fire.

Julian Rice, son of Frank C. Rice of the Rice & Lockwood Lumber Company, Springfield, Mass., has been making a southern trip among lumber mills, and upon his return will probably become associated with the New York office of this company.

The New Hampshire Lumbermen's Association held its annual meeting at the Derryfield Club, Manchester, N. H., March 16 and 17. The banquet was held on March 16 and the election of officers took place the following day. Those elected were: President, Warren Tripp of Epsom; vice-president, Charles A. Roby of Nashua; clerk and treasurer, L. Ashton Thorpe of Manchester; directors, James B. Tennant, Concord; Frank B. Clark, Dover; Samuel D. Felker, Rochester; Milton Reed, Exeter, and Charles A. Bailey of Suncook.

Edward M. Blood, one of the best informed men on fancy hardwood lumber in this country, died suddenly of heart failure March 23. Mr. Blood was seventy-five years of age and for forty years had been foreman of the yard of the Palmer & Parker Company, Charlestown, Mass.

BALTIMORE

The offices of the K. & P. Lumber Company in St. Bernard will be closed and the K. & P. go out of existence. A new co-partnership has been formed, to be known as Kosse, Shoe & Schleyer, with offices in the Provident building, at Seventh and Vine streets. The new firm will still retain the yards of the K. & P. company at St. Bernard. Max Kosse was president of the K. & P. Lumber Company, while E. V. Shoe was secretary and A. W. Schleyer the sales manager.

Clinton Crane returned last week from a four weeks' sojourn at Hot Springs, looking like a youngster. He said that he had enjoyed himself immensely, taking the waters and the baths and horseback riding every day. He was accompanied by Mrs. Crane, which accounts for the beneficial effect of the waters of the springs. While there he met Ed Robinson of Mowbray & Robinson, who was also at the springs for a rest.

Mr. Crane stated that notwithstanding business of the city was slow at his plant in the East End, business so far this year is far in excess of that of a year ago, which was the company's banner year. The cut of logs of the season up the Guyan river was good, and that there were over 12,000 logs in the river ready to bring down. The arrangements whereby the Chesapeake & Ohio railroad is to haul the logs to Brent, Ky., and dump them in the river above the Crane mills and float them down, are not yet complete, but it is expected that by August the plan may be put in operation. Mr. Crane says that the old system of rafting the logs will not be abandoned, but will be kept up. The arrangements with the railroad will insure the mills of a continuous supply of logs at all seasons, whether the rivers are low or high.

D. C. Snook, the head of the new Snook-Veith Lumber Company, says that the buildings of the plant at Ivorydale now under way will be rapidly pushed to completion. The mill machinery will be installed and everything in running order by the middle of summer. The latest improved machinery, as well as everything else which can be bought to aid in the rapid and economical handling of lumber, will be placed in the new plant, which is located at the best railroad point in the state, being at the junction of three great trunk lines. Switches will be run into the yards and sheds.

The Eisenhauer-MacLea Company, which bought the factory occupied for years by the Duker Box Company after the fire last year, has sold the place to the Acme Box Company, the transfer being announced this week.

Thomas Hughes, the principal stockholder of the Iron Mountain Lumber Company, which operated three mills in the vicinity of Troutdale, Va., is back in Baltimore, having taken offices on the sixth floor of the Keyser building. Mr. Hughes has disposed of the property of the Iron Mountain Lumber Company to the Edgarton Lumber Company, retaining about 800 acres. He will continue the wholesale hardwood business in which he was engaged until three years ago, when he removed to Troutdale to give his entire attention to the operation of the Iron Mountain company's mills. The consideration in the sale is said to have been $100,000. James C. Hill, who has been associated with the Iron Mountain Lumber Company for years, will represent Mr. Hughes at Troutdale.

President R. E. Wood of the R. E. Wood Lumber Company has gone to Buladeen, Tenn., to look after the company's sawmill there, which is about to resume operations, having been shut down since the Christmas holidays.

W. E. Hosball of Hosball & McDonald Brothers of New Orleans recently visited the hardwood men in Baltimore. He was on an eastern business trip and stated that business showed unmistakable signs of improvement, the export trade especially being in fair shape.

Thurston Jenkins, an inspector for the R. E. Wood Lumber Company at Fontana, Swain county, N. C., died there two weeks ago after a short illness of pneumonia. He was about thirty-five years old and held in high esteem by his employers. The body was taken to Bristol, Tenn., for interment.

CLEVELAND

As the result of the death of Robert H. Jenks, and the appointment of a receiver for the R. H. Jenks Lumber Company, it seems probable that the affairs of the concern will be wound up and no further efforts made to continue the business. Receiver F. W. Treadway expects to be able to submit a report regarding the condition of the company in a short time. In the meantime most of the employes of the firm are seeking new berths or are going into business for themselves. John L. Sands and George Bayard have made connections with the F. T. Peitch Company and D. W. Miller, for a number of years a local salesman for the R. H. Jenks company, has gone into business for himself with offices at 245 The Arcade. Mr. Miller intends to conduct a general lumber business, including hardwoods.

The offices of the Advance Lumber Company have been moved from the Rockefeller building, where they have been located for some years, to the company's office at 1996 W. Third street, where officials may hereafter be found.

The Edgewater Lumber Company, recently incorporated at Columbus with a capital of $25,000 by A. R. Teachout and others, will take over the business of the Highland Lumber Company, which has been operating in the west end of the city for several years. The entire plant will be remodeled and improved.

On the evening of Tuesday, April 11, the Cleveland Lumber club will give an entertainment at Old Heidelberg on Lorain avenue. There will be a supper, bowling, pool, cards and other amusements. The club is preparing to hold an entertainment for the ladies next month. Later some outdoor sports will be indulged in.

Building operations in Cleveland and vicinity are holding up well. Reports for March showed an improvement over the same month of a year ago. The total number of permits issued was 828 for buildings, valued at $1,214,790.

COLUMBUS

The Kennedy-Warner Company of Medina, O., has been incorporated with an authorized capital stock of $25,000 to deal in all kinds of lumber and timber. The incorporators are: W. J. Kennedy, G. R. Warner, L. M. Kennedy, E. O. Warner and Arthur Van Epp.

The Eureka Appliance Company of Cleveland, O., has been incorporated with a capital stock of $25,000 to manufacture desks, cabinets and wooden novelties. The incorporators are: D. W. Swigard, A. M. Larwell, Fred B. Fleming, Frank Zakovel and R. H. Opis.

Notices of dissolution of the partnership known as the Northern Lumber Company of Columbus have been published. The partnership consisted of Chas. G. Kanavel and A. J. Johnson. According to the announcement Chas. G. Kanavel agrees to assume all obligations and take over the property.

R. L. Gilliam, formerly connected with the sales department of the W. M. Ritter Lumber Company, now sales manager for the Williams & McKeithan Lumber Company of Lynchburg, Va., was a visitor in Columbus recently.

H. C. Creith of H. C. Creith & Co., left the latter part of March for a six weeks' trip throughout the West. He will make the journey in the private car of H. C. Speaks, superintendent of the T. & O. C. Railway.

M. A. Hayward of M. A. Hayward & Sons, left the first of the month for an extended business trip through the South.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, returned the first of the month from a week's business trip in Cleveland, Buffalo and Pittsburg.

W. M. Ritter, president of the company bearing his name, returned recently from an inspection trip of the company's mills in the South.

The W. E. Tripp Company, of South Webster, Scioto county, O., has been incorporated with an authorized capital of $10,000 to deal in lumber and all kinds of timber. One of the specialties will be the handling of ties. The incorporators are: W. E. Tripp, W. S. Kent, A. F. Kolcomb, Edgar G. Miller and Frank W. Moulton.

A fire recently destroyed the sawmill and factory building of Samuel Houser located three and a half miles north of Upper Sandusky, O. The loss was $7,000.

The plant of Chas. F. Whisler of Hillsboro, O., was recently almost totally destroyed by fire. The loss, which consisted of chair stocks and veneers, is estimated at $5,000.

The New Excelsior Company of Chickasaw, Mercer county, O., has been incorporated with a capital stock of $10,000 to manufacture washing machines, wheelbarrows, clothes racks and other lumber articles. The incorporators are: John Seitz, James F. Mestermaker, Anthony

Seitz, T. H. Mestermaker and O. L. Mestermaker.

At Bridgeport, O., S. E. Hague has sold a half interest in his planing mill and lumber business to O. M. Smith of Bridgeport. The new firm will be known as Hague & Smith on and after April 1. Mr. Smith has had much experience in the lumber business, having been connected with the Scott Lumber Company of Bridgeport for many years.

TOLEDO

Automobile concerns are proving splendid customers for hardwood lumber of various kinds. Large quantities of poplar, ash and hickory have been in demand for this business and prices have naturally been ruling strong. Other manufacturers are also buying normal quantities for present use. There has been no change in prices and while the wholesale yards report good assortments and well filled stocks, there is no surplus to be had. Both plain and quartered oak are moving readily and maple has been in fair demand.

The building end of the hardwood business has been somewhat retarded by labor difficulties, but the effect has not yet reached the wholesale yards. Good birch is still scarce and moving at top-notch prices. Red gum is also in heavy demand, especially for export purposes, with but limited supply. Wagon works and bending concerns report a normal condition. The better grades of poplar are hard to get in sufficient quantities to meet the demands of consumers. Boxing materials are plentiful at reasonable prices. Furniture factories are still running light and the effect is being noticed in their limited buying. The hardwood situation, as viewed by local dealers, is quite promising, there being plenty of good business in sight to supply trade for some time to come.

"Business is moving very nicely with us," said W. T. Hubbard, wholesale hardwood lumber dealer. "Hardwood business generally over the country is rather quiet, but we have been very busy and still have a number of unfilled contracts. There is a strong demand coming from automobile concerns at present for poplar, ash and other hardwoods. Stocks are well filled and we find no trouble in buying all the hardwoods we want."

The David Lumber Company reports a fair volume of hardwood trade, but a quiet condition generally. The demand is fair and little difficulty is met with in filling all orders that come in.

CINCINNATI

The business situation at this point is not satisfactory. The closing of March was rather slow, but some encouragement is felt by the hardwood men over the showing made in the first few days of April. Mails have been more prolific of orders, and again the feeling is expressed that from now on business will be normal. Weather conditions have been very unsettled for the past two weeks and outdoor work has been seriously interfered with.

President W. B. Townsend of the Hardwood Manufacturers' Association, accompanied by his wife, was a guest at the Sinton last week. He spent a short time at the association headquarters, going over things with Secretary Lewis Doster and arranging the affairs of the new administration.

Fred Conn of the Bayou Land & Lumber Company came up from the mill at Itta Bena, Miss., to look over some important matters which required his presence at the local office. He remained two days and returned at once to the South. The mill plant of the company is running full and the supply of logs is sufficient to last all summer.

William L. Hall of the Forestry Department recently stopped off at Cincinnati on his way to Washington, D. C. He has been promoted to the supervision of the Appalachian Forestry Reservation, and will have charge of the acquirement of forestry lands and the cutover lands, which it is the intention of the government to replant.

After the Chamber of Commerce fire Cliff S. Walker, whose office was in the building adjoining, declared the Mitchell Building a fire trap and at once sought new quarters and located in the Neave Building. That his fears were not groundless was proved last week when a fire was discovered in one of the offices on the third floor of this building. Cliff says he is happy because he moved.

Another big lumber enterprise, with Cincinnati capital at its back, was consummated on April 1, when W. C. Proctor, Peter G. Thomson and J. G. Schmidlapp closed the deal for the purchase of 100,000 acres of hardwood timber land located near Asheville, N. C. They are associated with the William Whitmer & Sons interests at Philadelphia, Pa.; J. B. Leach & Co., New York; Clark L. Poole & Co. and Trimble, DeWitt & Co., Chicago, Ill. The transactions were carried on through the medium of the Champion Lumber Company of New Jersey.

Mowbray & Robinson of Cincinnati have completed their new mill at Quicksand, Ky., at a cost of $60,000. The company has erected thirty cottages and has twenty-two more in course of building. Mr. Mowbray says that the mill is turning out 80,000 feet of oak daily. The company is now negotiating a timber deal which will insure logs for thirty years to come. The logs are delivered by rail right at the mill. Mr. Mowbray will entertain a party of Cincinnati business men at the plant the coming week and will take them over the entire timber land of the company.

INDIANAPOLIS

W. W. Knight of the Long-Knight Lumber Company is home from a business trip to Memphis, Tenn.

Harry W. Raymond has resigned as superintendent of Adams & Raymond, veneer manufacturers, and has engaged in the veneer brokerage business.

T. J. Christian, sales manager in this territory for Maley & Wertz, has moved his office from the Board of Trade building to 511 Lemcke building.

After a business trip through the South, C. D. M. Houghton of the Houghton Lumber Company has returned home.

A $10,000 planing mill, 90x125 feet is being erected by the Brannum-Keene Lumber Company at its yard at East Washington street and the Belt Railroad tracks.

Owing to the heavy demand for rosewood and mahogany for veneer, the Talge Mahogany Company is now working night shifts. The company states that business conditions in its line have never been better.

D. I. Barker of the Barker Lumber Company, Murfreesboro, Tenn., was a recent Indianapolis visitor.

The Star Motor Car Company will probably move from this city to Logansport, where business men are raising a bonus of $75,000.

Building permits in March aggregated $1,731,514 and for the quarter ending March 31, $2,330,554, as compared with $1,026,399 in March, 1910, and $1,635,649 for the first quarter of last year. All previous records were broken.

The Monger Lumber Company of Elkhart, Ind., has increased its capitalization from $16,000 to $25,000.

Fred L. Gemmer of the Gemmer Veneer & Lumber Manufacturing Company has retired from the State Board of Tax Commissioners after a term of four years.

EVANSVILLE

The regular monthly meeting of the Evansville Lumbermen's Club will be held at the St. George hotel Tuesday, April 11. A number of important matters will come up for discussion and a big attendance is expected.

Willis Coppock, Orleans, Ind., of the S. P. Coppock & Sons Lumber Company, Fort Wayne, Ind., was in town recently visiting the mills.

Fire destroyed the lumber yard of D. R. Hostetter & Son of Bedford, Ind., recently with a loss of $15,000, partially covered by insurance.

Mr. Hobart and son, of Hobart & Co., Boston, was in the city visiting the mills last week. They are on an extended tour of the hardwood producing section of the country.

Frank L. Donnell, Indianapolis, Ind., of Young & Cutsinger, was in town visiting the home office of his concern this week.

W. E. Cummings of Riemeier Bros. & Cummings left this city in his touring car on March 27 for Buffalo, N. Y. Word was received this week from South Bend that he was still on the road but had run into a snow storm or two on the way.

Earl Karmire of the Swain-Karmire Lumber Company of Fulton, Ky., passed through the city en route home last week, and while here visited the mills.

C. E. Maley of the Henry Maley Lumber Company visited his mill at Yazoo City, Miss., recently, the style of the firm at that point being the Maley Hardwood Lumber Company. Mr. Joseph Bertrand is in charge of operations at that point.

Mr. Jones of the Lamb-Fish Lumber Company, Memphis, was a visitor in the city this week.

MEMPHIS

James E. Stark, S. B. Anderson, J. M. Pritchard and others, who went to Chicago to appear before the Interstate Commerce Commission March 30, in connection with the advance of ten cents per hundred pounds on lumber rates from Mississippi river points to Pacific Coast terminals, have returned to Memphis. Mr. Stark is authority for the statement that the committee from the Lumbermen's Club introduced new testimony before the Commission and that the latter gave the railroads until April 15 in which to file their brief. The Lumbermen's Club is given ten days after April 15 to reply to this brief and the Commission is expected to hand down a decision around May 1.

The Memphis Coffin Company has added a new department to its business. This will manufacture curtain poles and mouldings. The installation of the machinery has been completed and the company has just begun turning out the new product. It is proposed by the management to operate this department on a large scale and its establishment is therefore regarded as a practically new enterprise. Employment will be given to a large number of men. There are only three or four factories making curtain poles in the United States and the field is regarded by the Memphis Coffin Company as an exceptionally inviting one.

The Frisco System has secured from the city of Memphis the necessary authority to proceed with the installation of its new terminal facilities at Memphis. These will be located in the eastern portion of the city and will be on an elaborate scale. There will be very extensive yards, together with round houses, machine shops and other similar equipment. It is proposed to expend at least $250,000 this year and high officials of the road have vouchsafed the information that at least $1,000,000 will be expended before the facilities have assumed the desired capacity.

The Carter Lumber Company, Meridian, Miss., has opened an office in Chicago to which the output of the firm will be sold. Mr. Benton,

[illegible] Mr. Ketchel will have charge of the offices in Chicago. It is understood that the firm will retain all of its southern interests as at present.

The sale by Charles Scott and associates, of Rosedale, Miss., of 32,000 acres of land to capitalists at Memphis and spinners at Manchester, England, means that there will be a great deal of land cleared in that territory as soon as possible. Of the 32,000 acres, 18,000 are in cultivation and the remaining 14,000 are timbered. This land has been purchased for the purpose of raising cotton and it is the desire of the new owners to put the entire tract into cultivation as soon as this can be done. No definite statement has been made as to what plan will be pursued but it is proposed to have this land cleared at an early date. The property is located in Bolivar county, Mississippi, and the Memphis gentlemen interested are A. S. Buchanan, L. K. Salsbury, Isaac Reese and others.

It is understood that certain changes are to be made in the management of the three mills in Mississippi which are controlled by W. R. Barksdale of this city. Mr. Barksdale has operated these mills for some time personally. For some years the Barksdale-Kellogg Lumber Company handled the entire output of these plants, but this company ceased to exist on the organization of the Dooley-Stern Lumber Company, in which both Mr. Kellogg and Mr. Barksdale are interested. These plants are idle at present, but some action in connection with them is expected soon after Mr. Barksdale's return from Fresno, Cal., where he has been spending the past few weeks.

Building operations in Memphis during March involved a total of $483,805, compared with $422,257 for the corresponding month last year, an increase of $61,548. This showing is regarded as exceptionally favorable in the light of the fact that there were no particularly large buildings for which permits were taken out during March..

J. H. Allen & Co. have just completed organization at Pine Bluff, Ark. The capital stock is $20,000, and the company has been formed for the purpose of operating mills at Pine Bluff and Minter City, Miss. T. Pearce, Pine Bluff, and J. H. Allen and W. L. Lockwood, formerly of Memphis, are the principal incorporators.

The Furniss Lumber Company, Oakvale, Miss., has been granted a charter under the laws of that state. It is capitalized at $10,000, and will engage in the general manufacture of lumber. B. F. Furniss, Oakvale, is one of the principal incorporators.

The A. Campadonico Company, Gulfport, Miss., has also been granted a charter under the laws of that state and will engage in the general lumber business with particular reference to exports. It also has a capital stock of $10,000. F. J. Stuard, A. Campadonico and C. A. Patterson are the incorporators.

Very satisfactory progress is reported in the raising of the $50,000 fund for advertising Memphis. The news from Nashville that $68,000 was raised for a similar purpose at one sitting has stirred the committees here to renewed efforts in the direction of securing the remainder needed. Memphis is raising only $50,000 altogether, and yet Nashville has at the first meeting, held for the purpose, raised $18,000 more than the maximum required for this city. That the fund will be fully completed here goes without saying, because the advertising which Memphis has done as a result of the publicity fund has been a very great benefit to this city. However, some regret is expressed over the fact that the committees have to secure their subscriptions in practically a retail manner as compared with Nashville.

It was intended to have President Diggins and Secretary Fish of the National Hardwood Lumber Association at the meeting of the Lumbermen's Club of Memphis, Saturday, April 1. However, it was discovered that these gentlemen could not be present at that time on account of conflicting engagements and they have accordingly been asked to be present at the meeting to be held April 15. The invitation to them has been extended by President Stark and the executive committee of the club, to the end that they might lend some assistance in connection with the development of plans for the entertainment of the National Hardwood Lumber Association to be held here May 11 and 12.

CHATTANOOGA

A. J. Gahagan has returned from Florida, where he spent the winter on account of his health.

M. B. Farrin of Cincinnati has just finished shipping a large block of stock from this market.

The new factory building of the H. L. Judd Company is nearly completed. Machinery is being installed. The company will engage in the manufacture of curtain poles and fixtures.

The McLean Lumber Company is operating the mill of the J. M. Card Lumber Company nights, sawing the logs it had on hand when its mill was burned recently. An account of this fire is given elsewhere in this issue.

The Acme Box Company's new factory is nearly completed. When finished it will be the most complete factory of its kind in the South. The Acme Company is also running the Consignee Favorite Box Company's factory at Ridgedale.

BRISTOL

Robert A. Willey of Grand Rapids, Mich., is in Bristol with a view to purchasing a large timber tract somewhere in the South. Mr. Willey was formerly one of the owners of the Morton-Lewis-Willey Lumber Company, which for many years operated on an extensive scale in this city, but which withdrew from here some months ago, its timber supply being exhausted. The Willey interests are anxious to purchase a large boundary of high-grade hardwood timber.

The band mill of the Whiting Manufacturing Company at Abingdon, Va., which has been operated continuously since it was established some five years ago, was closed down this week and it is announced that it will be moved to North Carolina by the company. The Abingdon planing mill will be operated as heretofore. The Whiting Manufacturing Company has about finished cutting out its timber in Johnson county, Tennessee, this tract having been used to supply the mill at Abingdon. The company owns several large mills in North Carolina and will install this one near Judson, where it has acquired a large area of timber.

Among lumbermen in the local market recently were C. H. Dun of the Buchanan & Dun Lumber Company, Lake Toxoway, N. C.; Mr. Warner of Richard P. Baer & Co., and D. D. Hartlove of Price & Heald, Baltimore, Md.; R. W. Wistar of Wistar, Underhill & Co.; Charles L. Betts of C. M. Betts & Co., and C. H. Smith, Jr., of R. A. & J. J. Williams Company of Philadelphia; O. U. Coppock, Fort Wayne, Ind., J. W. Henninger, Chilhowie, Va.

W. G. McCain and George W. Peter of the Peter-McCain Lumber Company returned this week from a week's stay in Philadelphia, where they went to look after trade.

Thurston Jenkins, a well-known young hardwood inspector of this city and a member of the Concatenated Order of Hoo-Hoo, died last week at Fawnton, N. C.

J. M. Stone, a well-known pioneer lumber manufacturer of this section, died recently at his home near Bristol. He was sixty years of age, and is survived by a widow and several sons and daughters.

Some of the planing mills in Bristol and this section report business considerably better and several are working extra time in order to keep up with business that is coming in.

LOUISVILLE

Discussion of business conditions in Louisville indicates that the general sentiment is that this is to be an excellent year. Business during the first quarter was more than satisfactory, many local firms reporting March as the best month in their history. While trade conditions have been less active during the past few weeks, it is regarded as certain that within a comparatively short time, a generally accelerated demand will put in an appearance. Money is plentiful, crops are good, and with the exception of the possibly disturbing features introduced by the reconvening of Congress there appears to be nothing to warrant dull times.

Edward S. Shippen of the Louisville Point Lumber Company has returned from a log-buying expedition up the Big Sandy, and as a result several tows of fine poplar logs have been received in the local harbor. The point mill has also undergone its annual repairs, considerable new conveying equipment being installed by the Jeffrey Manufacturing Company. The mill is now operating again.

D. E. Kline of the Louisville Veneer Mills has returned from a short business trip to St. Louis. He says that the business outlook appears to be excellent, and that plenty of business is in sight for the veneer manufacturers.

E. B. Norman & Co. have resumed operations at their sawmill on the point, the mill having been closed for a short time for the purpose of making repairs. Business with the company has improved considerably of late, and Mr. Norman believes that with the close of the fiscal year of the big railroads on June 30, there will be a resumption of extremely active business.

J. C. Wickliffe, secretary of the C. C. Mengel & Brother Company, is home after a month's wedding journey to California. President Clarence R. Mengel has returned from a brief vacation spent at French Lick. D. C. Harris, traffic manager of the company, has returned from Belize, British Honduras, where he spent a month. Vice-President C. C. Mengel has returned from Rayville, La., where he watched operations of the big sawmill of the Richland Parish Lumber Company, of which he is president. Business in the mahogany field is reported to be the best the company has ever experienced, a shortage of supply, due to the paucity of offerings in the London and Liverpool markets, having greatly stimulated the domestic demand. March was the best month the company has ever recorded, it is stated.

"Business with us is excellent," said T. M. Brown of the W. P. Brown & Sons Lumber Company. "If it holds up as it has been doing we shall have no complaints to make." The company is operating all of its sawmills.

C. M. Sears of the Edw. L. Davis Lumber Company has returned from a trip to the eastern markets. He found business steadily improving. The sawmill of the company at Fourth and K streets is in operation and is turning out a lot of the famous quartered oak for which the company has established a reputation.

Clyde Smith of the Ohio River Saw Mill Company, who has been stationed at Frankfort, Ky., for some time, is now traveling in Kentucky and Tennessee in the interest of the company, using Louisville as his headquarters. Business with the company has been good.

A. E. Norman of the Norman Lumber Company has not yet completed preparation of his case against the Louisville & Nashville Railroad in connection with overcharges on shipments of ties, the road having arbitrarily charged a rate three times as great for handling ties as lumber. It is expected that local lumbermen interested in the tie business will co-operate in pushing the

case before the Interstate Commerce Commission.

It looks as if the railroads in the South which have been talking about increasing rates on lumber in that territory, have about given up the idea, shippers having made it plain that they would protest vigorously. It was made known by traffic officials here, however, that Louisville would not be affected by the proposed increase, so that the local hardwood men were not directly interested. Regarding the case of the Louisville hardwood dealers against southern railroads, in which they have petitioned for lower rates, it is believed that a decision will be handed down by the commission in a few weeks. It is conceded even by the railroads that Louisville will get relief of some kind.

Several lumbermen shipping from the Lexington division of the Chesapeake & Ohio, have been heard in connection with their petition for reparation for alleged overcharges by that road resulting from a discrimination in favor of the Big Sandy division. Commissioner Prouty of the Interstate Board heard evidence at Cincinnati April 1. The Kentuckians were represented by J. Van Norman of Louisville.

ST. LOUIS

A large increase in the number of permits for new buildings and alterations is shown for March over February. During February the total number of permits for new buildings was 481, while March showed 781. The value of the new buildings authorized in February was $1,058,136 as against $2,137,624 in March. The number of permits for alterations was 153 in February as against 236 in March, and the value of the alterations in February was $89,448 as against $159,574 in March.

George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, is back from a visit of several weeks at Hot Springs, Ark.

C. F. Liebke of the C. F. Liebke Hardwood Mill & Lumber Company is at North Augusta, S. C., where he will remain for some time to recuperate.

The Coleman Lumber Company's sawmill at Birmingham, Ala., has been purchased by the Thomas & Proetz Lumber Company of this city. A reorganization of the former company had been made and it is now known as the Birmingham Sawmill Company. The mill will be practically rebuilt and the capacity increased to from 40,000 or 50,000 feet daily. The mill yard has been greatly increased by the purchase of new property and quite a large stock of poplar and oak will be carried and the plant will be devoted to that class of lumber.

As the result of hard work on the part of Thos. E. Powe, chairman of the Traffic Committee of the Lumbermen's Exchange of St. Louis and also chairman of the Traffic Committee of the Lumbermen's Club, there will probably be a joint conference of his committee and the freight managers of the southwestern railroads, in St. Louis early in April, probably before this issue goes to press. Mr. Powe has been making an effort to convince the southwestern lines that the advance of one cent in the lumber rates which went into effect January 5, should be cancelled because of discrimination.

LITTLE ROCK

Never in the history of the state has there been such a general building wave as is now reported. In this city the records show an unusual activity, with the consequent demand for every class of building material. The latest local proposition is the letting of a contract for the construction of the Fulk block, to cost $100,000. There is also a large amount of railroad building of a general nature reported, and the demand for ties is particularly heavy. The Rock Island construction work under way in this city alone will amount to a half million dollars.

The Freeman Lumber Company, whose plant was recently burned near Conway, will rebuild at Menifee. Machinery for the new plant has already been ordered. Kansas City capitalists are interested in the company.

The Choctaw Lumber Company of Kansas City has named Herbert Diercks of DeQueen as its business representative in this state. The company has large holdings in Little River and adjoining counties.

J. H. Allen, president; W. J. Lockwood, vice-president; T. Pearce, secretary-treasurer, is the personnel of a new company organized at Pine Bluff for the purpose of a general lumber manufacturing business. Some stockholders of the new company are interested in a large plant at Minter City, Miss., which the new concern, as J. H. Allen & Co., will operate. Vice-President Pearce is also president of the Pearce Lumber Company, already operating a plant at Kearney, Ark. The new company is capitalized at $20,000.

NEW ORLEANS

Ferd Brenner of the Ferd Brenner Lumber Company, Cincinnati, is on a visit to the Louisiana mills.

C. F. Broffett of the Simonds Manufacturing Company, Fitchburg, Mass., is on his annual southern trip and spent a number of days at the New Orleans branch of the company.

James D. Lacey of James D. Lacey & Co., Chicago and New Orleans, arrived in this city March 28 from the Pacific coast and will remain here for several weeks. Mr. Lacey announced that he had decided to give up his home in New Orleans, but said that he still intended to spend his winters here.

Following the death of Lucas E. Moore of the Lucas E. Moore Stave Company, the following officers of that company have been elected: W. K. Knox, president; W. P. Toung, vice-president; Lucas E. Moore, secretary-treasurer.

The Baton Rouge Veneer Works, Baton Rouge, La., will rebuild its plant which was recently burned. It will install a sawmill and veneer and box shop machines, and will have a daily capacity of about one car of box shooks.

The Natalbany Lumber Company of Hammond, La., recently increased its capital stock to $2,000,000.

The ruins of the plant of the Iron Mountain Lumber Company at Pollock, La., were still warm when B. E. Crafts, district sales manager of the J. A. Fay & Egan Company, was on the spot. Quick work on his part and the fact that the Fay & Egan company was in a position to make immediate shipment enabled Mr. Crafts to land the entire order, which included three big planers, an inside moulder, resaw and several cut-off saws.

DETROIT

Within the next sixty days Brownlee-Kelly Company will move into a handsome new office building which it is erecting at its yards on Rouge river. For the past ten years the company has maintained an office in the Telegraph building, with a smaller office at the yards on Rouge river. The members of the firm for a long time past have contemplated combining the two offices. Plans have been completed and the work will be started at once. The office building will be heated by steam and lighted by electricity and, as Mr. Brownlee states, will have the latest "fixings."

The spring meeting of the Michigan Hardwood Manufacturers' Association will be held in the Pontchartrain hotel in this city April 19. Matters of great interest to members will come up for discussion. Among these will be market conditions, a discussion on No. 3 Common, as well as a discussion on the hemlock market. A good attendance is expected.

Owing to rather slack conditions in the automobile trade the local market is long on white poplar stocks. Prices therefore have been considerably shaded. Indications, however, point to a renewal of activities in the automobile trade very soon.

The lumber mill of Schmied-Sisman Company on Beaufait avenue was totally destroyed by fire last week. The damage is estimated at $75,000. The company will rebuild, and has made arrangements to take care of orders until the new plant is ready.

Fire did about $15,000 worth of damage to the planing mill owned by Audley M. Ostrander in Highland Park. The rear of Mr. Ostrander's residence, adjoining the mill, was badly damaged.

Secretary John Lodge of the Dwight Lumber Company reports that the yards and factory of the company in River Rouge are very busy and that orders are coming along in good shape.

MILWAUKEE

Fire recently wrecked the planing mill of the Atwood Lumber & Manufacturing Company at Park Falls, causing a loss of $10,000, fully covered by insurance. The building is of concrete, but the floors were of wood and these were burned, allowing the machinery to fall through.

Fire in the yard of Walton E. Wilcox of Milwaukee recently caused a loss of $15,000. The office, dry-kiln, barns and several thousand feet of lumber were destroyed.

The Minn Billiard Company of Milwaukee has completed plans for the erection of a new concrete plant to replace the structure recently burned.

The Wisconsin Western Timber Company has been incorporated at Madison with a capital stock of $1,200,000 by Former Gov. James O. Davidson, State Senator A. W. Sanborn, Jackson Reuter and Albert S. Larson. The company owns extensive timber lands on the Pacific coast. Former Gov. Davidson will be in charge of the Madison office.

The different logging interests operating on the Menominee river recently met at Marinette and awarded contracts for the driving of most of the Menominee branches. About 30,444,000 feet of timber was held over last season because of low water. This will be driven also this spring.

The Green Bay Box & Lumber Company of Green Bay has filed notice of dissolution.

The Cedarburg Box & Woodwork Manufacturing Company of Cedarburg has increased its capital stock from $10,000 to $20,000.

The M. Winter Lumber Company, manufacturer of high-grade fixtures at Sheboygan, has withdrawn its exclusive sales agents from the south and southwest and will handle this business direct from its main offices at Sheboygan.

The Marinette Woodworking Company, which removed from Crandon to Marinette some months ago, has started manufacturing operations in the plant formerly occupied by the Marinette Iron Works. Telephone pins and brackets, table tops, veneer panels, wagon rims and garment hangers are being turned out. The plant has been entirely remodeled.

M. P. Larrabee, aged sixty, a prominent timber and mining land owner of Minneapolis and Chippewa Falls, died recently at the home of his brother-in-law at New Auburn, Wis.

Thomas Gaynor, aged sixty-eight, for many years associated with W. E. Moses in the well-known logging firm of Moses & Gaynor, recently died of heart failure at Chippewa Falls.

William L. Hall of Madison, assistant to Chief Forester Graves of the United States Department of Agriculture, and who was director of the Madison division of forest products, has been appointed by Secretary of Agriculture Wilson to establish the $10,000,000 national forest reserve in the East.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

CHICAGO

With regard to the volume of trade, the local market conditions remain practically unchanged. The demand for the better grades of certain woods is showing some signs of improvement. Men traveling in the outside territory bring back word that no notable depression is felt, generally, and the local concerns are beginning to take the same view of the situation. While trade is not up to the expected standard, still there is more selling, and indications point to a steady increase as the season advances. The number of inquiries received every day continues to keep on the increase.

A majority of local manufacturing concerns are doing a fair volume of business in most lines. Possible exceptions to this rule are in the cases of hardwood flooring, interior finish and furniture lines, which will probably remain below normal for some time. However, wagon, carriage and automobile factories, implement plants and the various other lines of manufacture which constitute the bulk of the hardwood consuming trade, are encouragingly active.

Quartered white oak has weakened somewhat, but firsts and seconds plain red are in active demand and continue short in supply. The prices on oak as a whole remain firm and have their usual influence for good on the general market. Cull oak has experienced a better movement also.

A slight recession in the sales of birch has been felt, but it is only of momentary consequence, and cannot be taken as an indication of anything permanent. Low-grade stuff is as usual long, while high-grades are disposed of without any unusual effort.

Gum seems to be active in most quarters, with red gum in the lead. Gum seemingly has come to stay and will not be denied its market.

There have not been any noteworthy fluctuations on prices in poplar boxboards and panels. Good stuff is, as always, hard to secure, and when bought is disposed of without trouble.

As a whole the situation appears favorable to the local merchant, in fact some concerns report a doubling of last month's sales. Conditions at out of town points should certainly tend to bring the local market down to the level of common sense, and this condition seems to be already partially effected.

NEW YORK

The local hardwood market shows a fair run of ordinary business. The volume is not up to standard, but prices are holding firm, considering the general situation. Stocks continue below normal at the yards and buying is still largely of a hand-to-mouth order. Stocks are light in this direction as well as among the local manufacturers, which causes more or less buying, the volume being sufficient to keep the general market steady. Reports from mill points indicate that supplies, while a little better than several months ago, are still below normal, particularly on good-grade lumber, which gives further evidence of a strong price situation for some time to come.

BUFFALO

In the hardwood trade the effort is being made to increase stocks where the recent demand has created shortages, as in maple, birch and plain oak, in which the better grades are showing much scarcity. Sales have been fair in the aggregate, although the individual yards still call business only moderate. The blame is laid largely to the weather. However, the prospects for a fair amount of selling right along [illegible]

Ash has been in better call at some yards, as also have the better grades of chestnut. Beech is reported strong in price. Poplar has not moved so freely, the automobile demand being small on account of ample stocks in the possession of buyers. Maple continues to be a leading seller.

PHILADELPHIA

There has been but little variation in the hardwood situation during the last fortnight, with the exception of a slight slacking up in buying, due probably to the stiffening of values in certain grades of wood. Good stocks are in demand and standard woods are commanding firm prices. There is a general disposition to take an optimistic view in the East, and a sound and well-sustained business throughout the year is expected. Building work is showing new life in this section. Permits for the erection of the better class of small dwellings are increasing. Building lumber and indoor finish supply houses are confident of a big season, and signs point to extensive work supplied by the municipal authorities in improvements, which will very materially affect the general commercial situation.

PITTSBURG

The hardwood market during the past month has shown a little improvement. Up to the last ten days gains in hardwood orders had been steady and very encouraging. The tendency of hardwood prices is upward, particularly in oak and poplar. Oak is in much better demand than it has been for months. White oak especially is a splendid seller and stocks at the mills are low. All kinds of good furniture lumber is moving better and at higher prices. The yard trade is hampered considerably by the fear of retailers of overstocking. They are extremely cautious along this line. Some little complaint is heard of car shortages, but in general shipments have been moving promptly except where floods and excessive bad weather interrupted operations at the country mills.

BOSTON

There have been few changes in the hardwood lumber market during the past few weeks. Buyers appear to be making more inquiries and for larger lots, but actual transactions, taking them as a whole, are still small. The call from the yard trade has been fair only. Retailers as a whole are not carrying large stocks, and few of the large consuming manufacturers are in a position where they can stay out of the market if business should start up with any snap.

The market for quartered oak is rather quiet. Many former users have substituted some other wood, due to the high prices asked. Plain oak is fairly steady. There has been a very good call for birch. Smaller offerings are reported and holders feel that they should get better prices. A very good demand for maple has also been reported. Higher prices are predicted by some for both birch and maple. Cypress has continued in quiet demand and whitewood is not selling very freely.

BALTIMORE

There was some slowing up in the hardwood movement toward the end of March, and the present month is not yet sufficiently advanced to furnish an indication of what may be expected. The yards, proceeding on the supposition that trade would open up briskly with the advent of spring, placed liberal orders some time ago and most of them now have fairly large stocks on hand. However, weather and other conditions act as a check on the movement, so that members of the trade are disposed to wait for future developments before entering into additional commitments. The political situation also has its effect in retarding business. As long as there is a prospect of tariff tinkering activities generally proceed with caution, and hardwoods are affected like other commodities. Nevertheless, manufacturers as well as dealers have good reason to regard the results attained of late with satisfaction. There has been a decided improvement in various directions, and the millmen especially are coming by their own. Values have advanced in various departments, and the competition for stocks holds out the prospect that a further increase will take place before very long. Common poplar has been called for with sufficient freedom to take up the production and avert further accumulation. No rise in price is to be noted, but the millmen are no longer troubled by the fact that these stocks are piling up, with almost no prospect of moving them. The better grades of poplar are practically unchanged, with the calls for stocks not especially spirited, and with prices relatively easy, though the range of prices is fairly steady.

Oak is in very good request, No. 2 common bringing acceptable returns. This wood shows a marked improvement in tone, and the gains recently made are being maintained. Oak planks, however, are less active, because of the liberal shipments for foreign points, which serve to make buyers there captious. Ash, chestnut and other woods are moving with comparative freedom, and prices are either firm or somewhat higher, with the exception of sound wormy chestnut, which continues to be the weakest feature in the trade. The offerings are entirely too free for the demand, and the prospects are not encouraging.

Exporters as a rule make good reports as to the foreign business. The stocks abroad are apparently reduced, and a lively interest is reflected in the numerous inquiries received here. Many of these inquiries result in the placing of orders, and as a consequence the exporters are on the hunt for stocks at the mills, which latter are prompted to hold up their prices. As a rule the range of values at the producing end is very firm, with the tendency still toward higher figures.

CLEVELAND

There has not been much change in the hardwood market during the fortnight. Common and quartered oak is holding the attention of the local market, being at present the most sought for hardwoods. Common stock is moving better than was expected, while the call for the common grades of quartered oak is also good. With the automobile trade becoming more active there is an improved demand for wide poplar for body making, much of this stock being used in Cleveland and vicinity. Mahogany is moving only fairly well, and other hardwoods are about stationary.

COLUMBUS

Despite the unfavorable weather which has prevailed for some time, trade in hardwoods in central Ohio has been good. The volume of business has been satisfactory and prices have been well maintained in every variety and grade. Factories engaged in manufacturing furniture, implements and vehicles have been in the market for a larger stock. The movement of hardwoods is general in all varieties and grades. The best demand is still for the higher grades, but the movement of the lower grades is also good. Prices are strong in every locality. What changes have been made in quotations have been towards higher levels. Collections are easier and there are no complaints of delays in shipments at this time.

Plain and quartered oak is in good demand. The demand for poplar is increasing as the season advances and prices remain strong. There

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is a good movement in chestnut. The demand for sound wormy is a little slow at this time. Ash is stronger and the price is better. There is a good demand for basswood. Other hardwoods are unchanged.

INDIANAPOLIS

Hardwood manufacturers, wholesalers and retailers report an excellent spring trade. Inclement weather during the last few days of March slightly retarded business, but conditions are improving again. The veneer mills are having a big trade. Hardwood prices are advancing in all lines. Plain and quartered oak is probably in better demand than other hardwoods. There seems to be a sufficient supply of hardwoods of all kinds to meet present requirements.

MEMPHIS

The demand for hardwood lumber is fairly active and a moderate volume of business is under way. Export demand is considered appreciably better than that from domestic sources. The general market is lacking in snap, and there is considerable complaint that buyers are not showing great readiness to operate. However, there is no disposition on the part of manufacturers and wholesalers here to become pessimistic and to sacrifice their holdings, and values generally are pretty well maintained. There is no large surplus of stock and owners of hardwoods see in this condition a factor which is greatly in their favor. The best demand for some time has been for plain oak and red gum. The sales have been on quite a liberal scale and supplies in both are very light. There is a moderately active demand for ash in stock from ⅜ to ½ inch, but thick stock seems to be in very limited request. Some business is doing in cypress, while cottonwood is moving in fair quantities. Sap gum is in fair demand, but the movement does not come up to expectations and prices have not improved. The lower grades of cottonwood and gum are being taken care of by the satisfactory conditions prevailing in box manufacturing circles. Business in the latter line is holding up very well, though there is still some complaint over the unprofitable price being obtained on box shooks. Veneers generally are in good demand. Poplar is offered in a very limited way in this market, but ready sale is found for what is available.

CHATTANOOGA

Stocks here are badly broken. Wide poplar and quartered oak are not being called for, while the lower grades of oak are entirely gone. Plain oak is in fairly good demand and prices are well held. The log supply is above the average and stumpage prices are very high. The river is bringing in its usual amount of logs.

BRISTOL

Hardwood lumbermen in Bristol report that trade conditions are practically unchanged. The mills are busy and have orders for some time ahead, but lumbermen say that trade lacks that snap and vim that should characterize it. Prices are moving slowly but there is a fair demand for stock, and the lower grades of lumber especially are moving somewhat better than a few weeks ago. There is a general feeling among local lumbermen that trade will pick up during the spring and summer.

The exporters report that the foreign trade is somewhat more encouraging than it has recently been.

LOUISVILLE

Business in the local market is decidedly better than at last reports. The demand for all items on the stock list has shown improvement, and though April started off less actively than March, there is every indication that the month will develop a good volume of business. Quartered oak is still somewhat sluggish, but has shown more life during the past few weeks. Plain oak is in good demand, and there is unusually good call for thick poplar of extra lengths. Cottonwood and gum are selling well, and ash and chestnut are in good call. Prices are holding steady and some items are considerably stronger. Mahogany, due to conditions peculiar to this trade, is in splendid demand, and is selling at rising prices. Veneer manufacturers are busy and report the outlook excellent.

ST. LOUIS

While trade has been rather quiet in the St. Louis hardwood market the past few weeks, some dealers have done a fair volume of business. There is a steady call for all items in plain oak. The demand for thick ash stock has also been fairly good. The better grades of poplar are meeting with a steady sale, while the lower grades are moving only moderately. Red gum is having a steady sale at firm prices. Quartered oak is quiet, but while something is doing in this line all the time, it is not moving as it should. Cypress is in good demand and is of seasonable proportion. Both Louisiana red and Mississippi stock is selling well. As most of the local dealers carry this stock, sales are much benefited as a result.

The spring weather has made trade quite lively in sash, doors and millwork. While the volume of business done has not come up to expectations, there is no cause for complaint, as more business is being done than last year at this time.

NEW ORLEANS

Reports from various hardwood centers indicate that the volume of orders on hand are not up to the average for this season. Prices on practically all hardwoods, especially oak, which heretofore have been very strong, are unsettled. Improvement is looked for in the near future, as no definite reason can be given for the present condition of the market.

The stave movement is comparatively quiet, and without new features, while logs still continue to form an important factor of the forest product shipments.

MILWAUKEE

The local hardwood trade is showing steady improvement with the advancement of the building season. During the months of February and March the number of building permits issued in this city was double the number granted during the same period of 1910, and there is every indication that the records will be broken during April. The demand from the sash and door and interior finishing plants is better, although these concerns are not ordering with the eagerness that might be expected, considering the fact that stocks at most plants are light. The hardwood flooring mills are placing good orders and the furniture plants are buying fairly well. The scarcity of dry stocks is causing some anxiety among local wholesalers and dealers.

Birch is in good demand and No. 1 and No. 2 common are showing much improvement. Stocks here in this line are almost impossible to secure. Basswood, especially No. 1 and No. 2 common, is wanted. Firsts and seconds in basswood are not so active, except in 10x12 feet, which are wanted by the moulding people. Prices on No. 2 and No. 3 are stiffer and advances are expected in all basswood lines. Oak is firm and maple is in lively demand. Rock elm and ash are a little quiet.

J. V. Stimson Hardwood Co.

Wholesale Hardwood Lumber

Oak, Ash
Poplar, Hickory
Ark. Red Gum

BAND MILLS
Huntingburg, Ind.
Owensburg, Ky.

Huntingburg, Ind.

—:ANNOUNCEMENT:—

J. V. Stimson, of the Ryan-Stimson Lumber Co., of Memphis, Tenn., purchased the Philip A. Ryan interest of this company in October of 1910, getting possession of the mill and yards the first of the current year.

The Ryan-Stimson Lumber Co. are closing out their stock of lumber from this yard, after which Mr. Ryan retires.

Mr. Stimson organized the J. V. Stimson Hardwood Co., after taking possession of this plant and is now putting up a new stock of lumber from winter cut logs, having purchased a large quantity of the finest Red Oak and White Oak logs in the valley.

This yard is splendidly located for drying lumber, sloping to the south, and the plant is equipped with a thoroughly up-to-date, modern band mill, in every way, making a specialty of Oak lumber in Red and White, both plain and quarter sawed stock, at the same time putting up a general line of Southern Hardwood lumber.

They are now prepared to quote from magnificent stocks, fresh, clean and well manufactured lumber, are also prepared to take care of any sized orders, having in connection with this band mill, one at Owensboro, Ky., and one at Huntingburg, Ind. With these three band mills, we have sufficient facilities to take care of any sized business promptly and deliver perfectly manufactured stocks from the best quality of timber available, guaranteeing the grades.

They are fully prepared to take care of all of the old business of the Ryan-Stimson Lumber Co., and solicit any inquiries for new business, pledging prompt delivery from dry stocks.

Very truly,

J. V. Stimson Hardwood Co.

JVS/A

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Wanted and For Sale -SECTION-

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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

COMMISSION MEN WANTED.

One of the largest lumber manufacturers, having mills in Michigan, Wisconsin, in the southern hardwood and yellow pine districts, wants good commission men who can sell lumber. Stock is put up to suit the requirements of almost any trade, and practically every item in the woods found in the United States is manufactured by us. Address "BOX 35," care HARDWOOD RECORD.

WANTED

by a large hardwood lumber manufacturer, an energetic young man, familiar with hardwood business, to take charge of order department. One familiar with market prices, capable of placing orders intelligently from a large, widely distributed stock, and able to handle inspectors. Accurate at figures, quick-witted, willing to work hard.

This is one of the best opportunities for advancement and obtaining a lumber education. Liberal salary to the right party. Located in Memphis.

Do not answer unless you can fill the bill. Address "BOX 10," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED A POSITION

as traveling hardwood salesman. Good experience and best of references. Address "BOX 41," care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

ATTRACTIVE TIMBER OFFERING

Six thousand acres on navigable stream and touching railroad. A bargain. Full information on request. J. W. MAER, Columbus, Miss.

WISCONSIN TIMBER AND LAND.

3,050 acres, twenty million feet, birch, hemlock, cedar and spruce. One mile from R. R., Ashland Co. J. W. THAYER, Viroqua, Wis.

TIMBERLANDS ESTIMATED,

measured, mapped. Trained and experienced workman. Address
JEFF. C. RICHARDSON, Lebanon, Ind.

7,000 ACRES GOOD TIMBER

north center West Virginia, detailed report, reliable cruiser; 5,000 feet average; stumpage, $3.75; ½ mile of B. & O.; in fee, $17.50 per acre. Address "BOX 34," care HARDWOOD RECORD.

26,000 A., S. E. ARK. HARDWOOD

timberland; 175 million ft., 50% white oak, 25% red oak, 10% gum, balance ash and elm. River and railway transportation; $20 acre; easy terms.
ROBERT SESSIONS, Winthrop, Ark.

MACHINERY FOR SALE

Chicago Wood Working Machinery Company
162 North Clinton St., - Chicago

Box Machinery	Lathes
Moulders	Jointers
Sanders	Tenoners

All kinds of new and rebuilt wood-working machinery

SEND FOR STOCK LIST

FOR SALE

36" Berlin Sander, 26" Berlin Planer, 4 sp. Heavy Adjustable Drill, 3 sp. Horiz. Drill, Tenoner, 2 sp. Shaper, Auto. Glue Jointer, Circle Rip saw, Band Saw Sticker, lot Wagon Shop Machinery, etc.
CHAS. MOLITOR
215 S. Clinton Street Chicago, Ill.

AUTOMATIC RAILWAY CUT-OFF SAW

In good condition.
THE HARVARD PIANO CO., Dayton, Ky.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

ENGINES AND GENERATORS.

2—30x48 Cooper Corliss Engines.
1—22x32 Buckeye Engine.
1—24x48 Corliss Engine.
Also other sizes and large stock of generators, both direct connected and belted. Locomotives and cars.
THE DORNER RAILWAY EQUIPMENT CO.,
193 Michigan Ave., Chicago.

LUMBER FOR SALE

PLOW AND WAGON STOCK

1 carload plow handle strips, hounds and felloe stock cut to order.
PRATT-WORTHINGTON CO., Crofton, Ky.

POPLAR, OAK AND SHORTLEAF PINE

D. B. MURPHY & CO., London, Ky.

FOR SALE

15,000 feet 4/4 1sts and 2nds Quartered White Oak.
10,000 feet 4/4 clear face strips, Quartered White Oak.
10,000 feet 5/4 clear face strips, Quartered White Oak.
40,000 feet 4/4 No. 1 common, Quartered White Oak.
60,000 feet 4/4, 5/4, 6/4, 8/4 No. 1 common and better Cypress.
S. BURKHOLDER & SON,
Crawfordsville, Ind.

CROSSING PLANK FOR SALE.

2" and 3" sound White Oak crossing plank.
DORAN & CO., Cincinnati, Ohio.

FOR SALE.

1 car 7x9 cull switch ties for lumber foundation @ ..... $ 7.50
2 cars 4/4 cull & sound wormy chestnut @ 16.00
3 cars 8/4 cull & sound wormy chestnut @ 18.00
1 car 4/4 No. 1 common poplar @..... 27.00
1 car 4/4 No. 2 common poplar @..... 17.00
1 car 6/4 & 8/4 log run hickory @..... 22.00
All F. O. B. Pekin, Ind.
C. I. HOYT & CO.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.
AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

WE HAVE FOR SALE OAK

in good shipping dry condition, the following Plain Sawed White Oak and Plain Sawed Red Oak:

3 cars 4/4 1s & 2s Plain Sawed White.
5 cars 6/4 1s & 2s Plain Sawed White.
3 cars 8/4 1s & 2s Plain Sawed White.
5 cars 10/4 1s & 2s Plain Sawed White.
2 cars 5/4 Common Plain Sawed White.
2 cars 5/4 Common Plain Sawed Red.
6 cars 6/4 Common Plain Sawed White.
4 cars 10/4 Common Plain Sawed White.
2 cars 12/4 Common Plain Sawed White.
1 car 14/4 Common Plain Sawed White.
1 car 16/4 Common Plain Sawed White.
If interested in any of this stock write us.
H. A. McCOWEN & COMPANY, Salem, Indiana.

FOR SALE.

Red Gum Sap no defect.
32 M ft. 1x13 to 17 1sts & 2nds & wagon box.
255 M ft. 1x6 to 12 1sts & 2nds.
387 M ft. 1x4" and up No 1 common.
Bay Poplar.
10 M ft. 1x13 to 17 1sts & 2nds.
716 M ft. 1x6 to 12 1sts and 2nds.
237 M ft. 1x4 & up No. 1 common.
All the above is band sawn and trimmed, lengths piled separately and is thoroughly dry and straight. Will make low prices for quick shipment. The above is piled at Ayden, N. C., rate to Norfolk 8 cents.
AMERICAN LBR. & MFG. CO., Pittsburg, Pa.

FOR SALE.

We wish to contract our entire output of tupelo or bay poplar, also sap and red gum, beautiful wide stock, band sawn and trimmed; lengths piled separately—also grades. We have been manufacturing gum for four years past, and know how to handle it, and our product can not be excelled. If interested, address
AYDEN LUMBER CO., Ayden, N. C.

FOR SALE

One car clear bone dry Indiana Walnut chair stock. GEO. I. McCLURE, Detroit, Mich.

LUMBER WANTED

WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago

WANTED—LUMBER.

Special lists of Oak Furniture dimension sizes. Special lists of Maple Handle Squares. Low grade Gum, resawed for boxing. High grade Oak, Poplar and Chestnut.
W. P. CRAIG LUMBER CO., Pittsburg, Pa.

WANTED—BLACK WALNUT LOGS

500 cars good Black Walnut Logs, 10" and up in diameter. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Dayton, Ohio.

WANTED.

4/4 No. 1 and No. 2 Plain Red and White Oak.
4/4 No. 1 and No. 2 Basswood.
Delivery New York city, lighterage limits.
HERBERT C. TURNER & CO.,
1 Madison Ave., New York.

WANTED—OAK TIMBER AND PILING.

3 and 4 inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.
CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg., Chicago, Ill

WANTED.

You to try Lorac—a positive preventive against checking and splitting of logs and lumber. Guarantee, without a string; no satisfaction, no pay; your verdict to be final. If you test Lorac now you will know its merits by the time the sap comes up, GEORGE HENKE CO.,
62 Beekman St., New York.

HARD MAPLE WANTED

Price 200,000' 4-5-6-8/4 No. 2 and Btr. W. Va. Hard Maple, f. o. b. Detroit.
GEORGE I. McCLURE, Detroit, Mich.

WANTED QUARTERED WHITE OAK

13,500 feet 2", 10';
1,500 feet 2", 12';
13,000 feet 2½", 10';
2,600 feet 2½", 12';
1sts and 2ds seasoned, for immediate shipment.
THE HAUSER, BRENNER & FATH CO.,
Cincinnati, O.

BUSINESS OPPORTUNITIES

FOR SALE—BAND SAW MILL COMPLETE.

6½' wheels, 8" saws, steam feed, gang edger, engine, 2 boilers. Complete equipment as when running.
LESH, PROUTY & ABBOTT CO.,
East Chicago, Ind.

CHEMICAL PLANT AND CHARCOAL KILN WANTED.

We will make unusually attractive terms as to the supply of raw material and plant location as an inducement for the erection and operation of a chemical plant and charcoal kiln in western Michigan.

We own there six thousand acres of heavy hardwood timber, mostly maple, which is now being lumbered and will be able to supply annually, 10,000-20,000 cords of chemical and charcoal wood. The total available supply from cuttings is estimated at about 100,000 cords.

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Profitable and growing jobbing business, veneers and Hardwoods. Large market. Best of reasons for selling. Address "BOX 45," care HARDWOOD RECORD.

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of Thayer Lumber Company.

Four 8-foot band mills, shingle mill, lath mill, filing machinery and burner, with all accessories. Duplicate belts and parts throughout. First-class condition. WILLIAM MUNROE,
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Large circular mill, 130 horsepower, with shot gun steam feed. Complete for $1,500; original cost over $4,000. Price includes two boilers, engine, gang edger, one cut-off saw, one rip saw, one band saw, modern slab and sawdust conveyor, log turner and other accessories necessary for operating a first-class mill. Call or write.
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We cut to order dry short dimension stock in Hickory, Oak, Elm and Ash, also green bending stock. Have just installed re-saw for thin stock. Send us your inquiries.
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1 car 2x2—19" clear White or Red Oak.
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2x2—32" clear White Oak.
1 car 2x2—30" clear White or Red Oak.
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The first car for delivery on Buffalo rate, and the last two on Indianapolis rate. Address "BOX 46," care HARDWOOD RECORD.

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it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet,

"Selling Lumber By Mail"

It will prove a revelation to you.

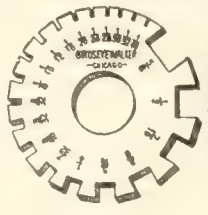
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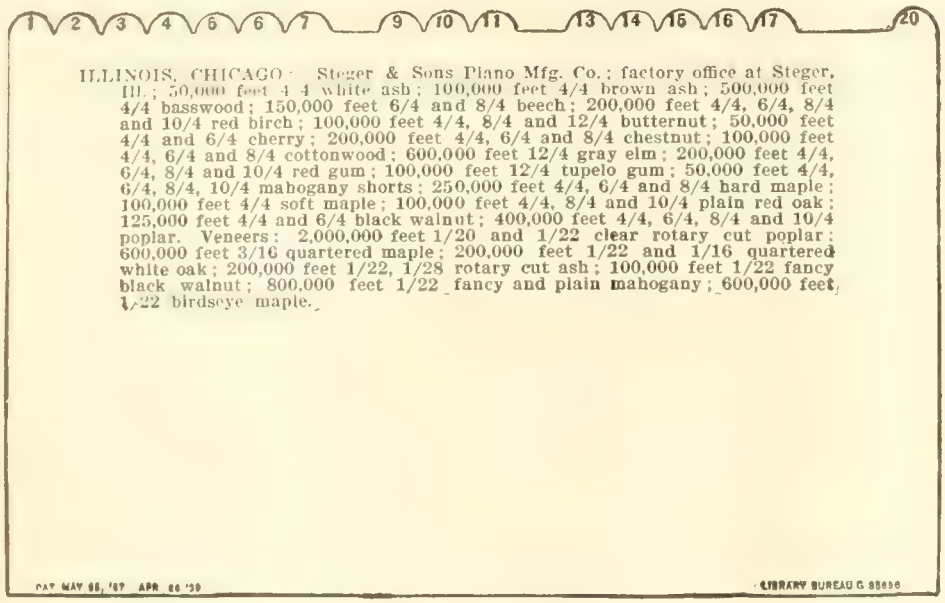
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SPECIMEN INDEX CARD



ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

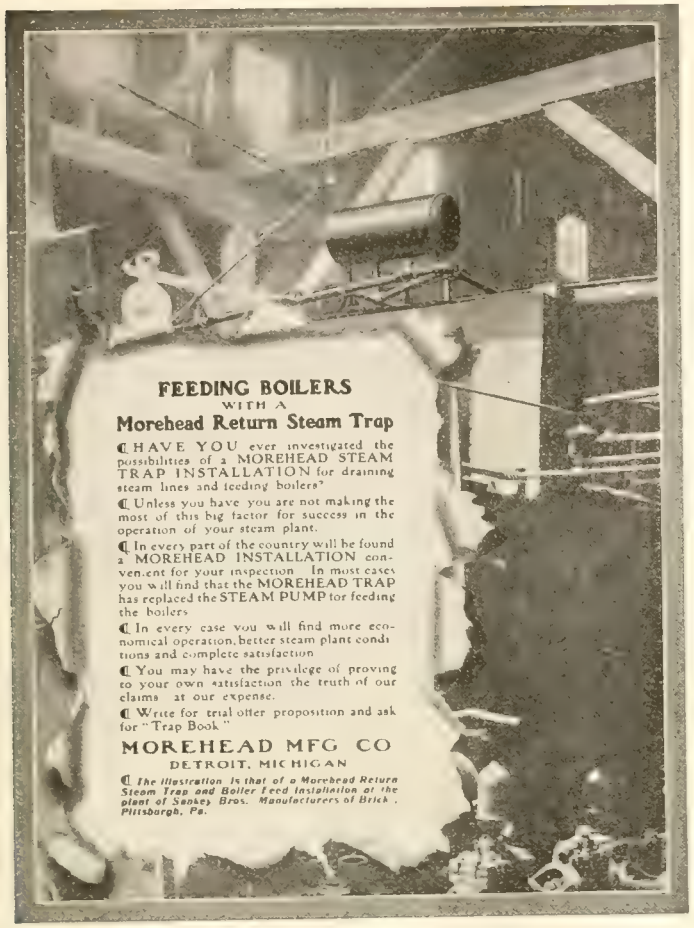
SPECIMEN STATE GUIDE CARD

The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town
Name of concern
Name of buyer
Line manufactured
Kinds, grades and thicknesses of lumber
Kinds and sizes of dimension stock
Kinds and thicknesses of veneers
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

HARDWOOD RECORD, Chicago



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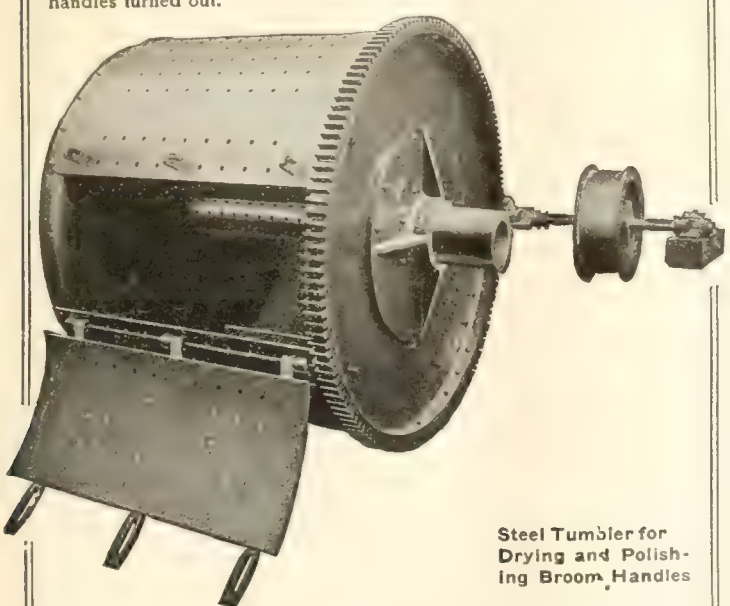
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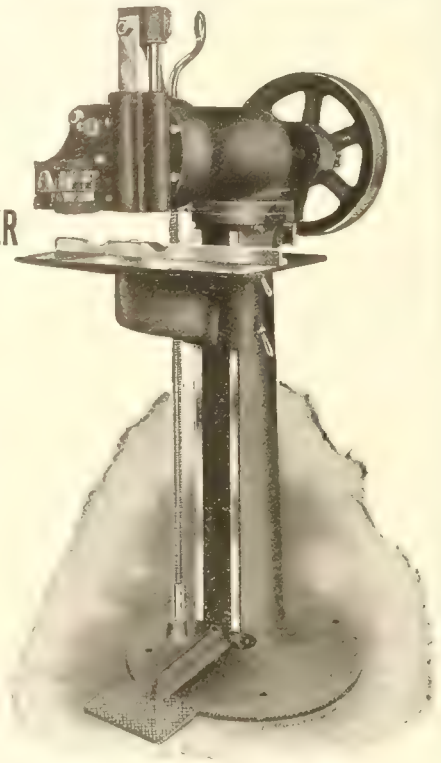
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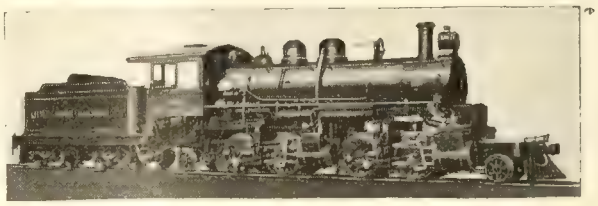
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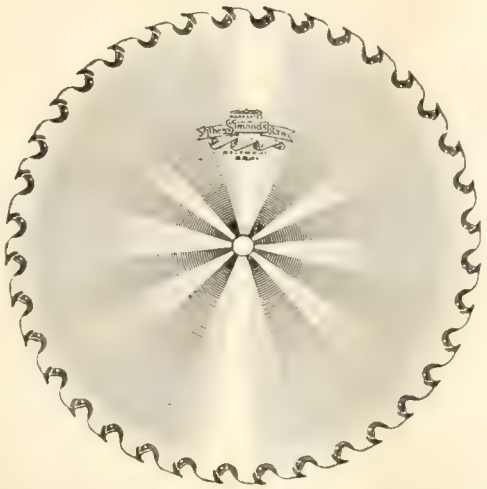
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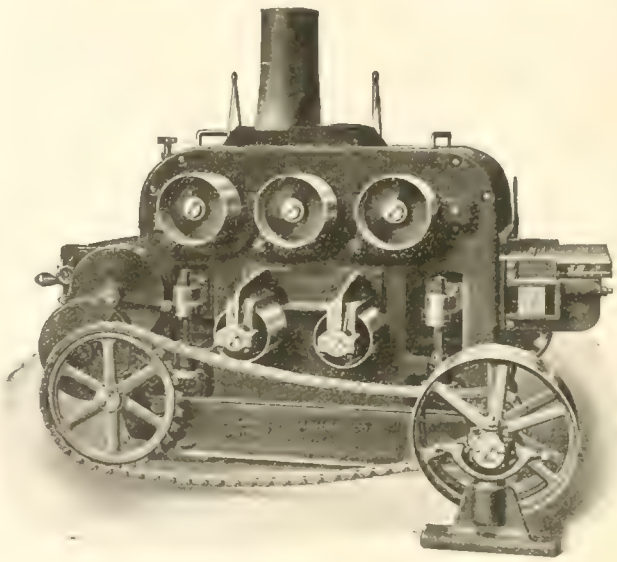
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All Kinds of Hardwood Lumber

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Long Leaf Yellow Pine

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150,000 FEET DAILY

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Eureka OAK AND BEECH Oak Flooring

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

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We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln, enable us to sell pretty low. An inquiry for quotations will prove this statement

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Manufacturers of Band Sawed Hardwoods

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. A Guarantee of a Square Deal in both Grade and Measurement

Write for prices on the following:

4-4 Qrtd. White Oak, C. & B.
4-4 Plain White Oak, C. & B.
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5-8 1 & 2 Poplar
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All thicknesses White Ash.

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Garetson-Greason Lumber Co.

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ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at Morehouse, Mo.

Sales Offices Cape Girardeau, Mo.

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PROMINENT SOUTHERN MANUFACTURERS

We have ready for Prompt Shipment the following dry band sawed stock:

QUARTERED WHITE OAK

25,000 ft. 4/4 1 & 2.
60,000 ft. 4/4 No. 1 common.
26,000 ft. 4/4 No. 1 common strips.

PLAIN WHITE OAK

12,000 ft. 4/4 No. 2 common.

PLAIN RED OAK

25,000 ft. 4/4 1 & 2.
100,000 ft. 4/4 No. 1 common.
150,000 ft. 4/4 No. 2 common.

SAP GUM

200,000 ft. 4/4 No. 1 common.
100,000 ft. 4/4 No. 2 common.
30,000 ft. 5/4 1 & 2.
12,000 ft. 5/4 No. 1 common.
12,000 ft. 5/4 No. 2 common.

ASH

13,000 ft. 5/4 to 16/4 log run.

ELM

14,000 ft. 6/4 log run.

BELLGRADE LUMBER COMPANY
MEMPHIS, TENN.

HARDWOOD FLOORING
in
OAK, BEECH, MAPLE, BIRCH
Parquet Flooring a Specialty
Wood Carpeting. Glued Up Dimension Stock
HARRIS MANUFACTURING CO., - Johnson City, Tenn.

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Manufacturers and Wholesalers of
HARDWOOD LUMBER
705-706 UNION TRUST BUILDING
Parkersburg, W. Va.

B. C. JARRELL & CO.
MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly
KILN DRIED and FLAT
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Louisiana Long Leaf Lumber Co.
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Diamond 4 L Co. Brand
OAK FLOORING
A GUARANTEE OF PERFECTION

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BERTHOLD & JENNINGS LUMBER CO.
Manufacturers and Dealers in
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On Hand for Immediate Shipment
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100,000 ft. 4-4 No. 2 Com. Sap Gum
Lumbermen's Building ST. LOUIS, MO.

W. S. MERCEREAU LUMBER CO.
Manufacturers and Wholesalers
WEST VIRGINIA HARDWOODS and RAILROAD TIMBERS, CAR OAK and CROSS TIES
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HARDWOODS
OAK, ASH, GUM, COTTONWOOD, SYCAMORE AND MAPLE
FURNITURE AND CHAIR DIMENSION
Victoria Building ST. LOUIS, MO.

Lesh & Matthews Lumber Co.
1649-50 MARQUETTE BUILDING
Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

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DO TELL

us what items as listed below you want now. We can make prompt shipment and will be pleased to quote on

250,000 ft. 4/4 No. 2 Common and better Hard Maple.
50,000 ft. 8/4 No. 2 Common and better Hard Maple.
75,000 ft. 4/4 No. 2 Common and better Soft Maple.
100,000 ft. 4/4 No. 1 and No. 2 Common Unselected Birch.
3,800 ft. 6/4 First and Seconds Red Birch.
750 ft. 8/4 First and Seconds Red Birch.
3,000 ft. 5/4 First and Seconds Curly Birch.
4,600 ft. 6/4 First and Seconds Curly Birch.
Hardwood and Hemlock Crating Stock

KEITH & HILES LUMBER CO.
CRANDON, WIS.

"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
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Marshfield Hardwood Company

Marshfield, Wis.

Will quote close prices on the following stock:

400,000 ft. 1 in. No. 1 Common and Better Birch
100,000 ft. 1¼ in. No. 1 Common and Better Birch
100,000 ft. 1½ in. No. 1 Common and Better Birch
100,000 ft. 2 in. No. 1 Common and Better Birch
300,000 ft. 1 in. No. 1 Common and Better Basswood
400,000 ft. 1 in. No. 2 and No. 3 Common Basswood
175,000 ft. 1 in. No. 1 Common and Better Soft Elm
200,000 ft. 1 in. No. 2 and No. 3 Common Soft Elm
150,000 ft. 1 in. No. 2 Common and Better Hard Maple
150,000 ft. 1 in. No. 2 Common and Better Ash
225,000 ft. 1 in. No. 2 Common and Better Wis. Red Oak

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

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SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

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WISCONSIN

BUYERS OF
ALL KINDS OF
HARDWOOD LUMBER

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MILWAUKEE, : : WISCONSIN

WE HAVE THE FOLLOWING STOCK TO OFFER:

225,000 Ft. 1 in. No. 2 Com. and Better Unselected Birch
3 cars 1 in. No. 3 Com. Soft Elm
1 car 2 in. No. 2 Com. and Better Soft Elm
3 cars 3 in. No. 1 " " "
2 cars 1½ in. No. 1 " " "
15 cars 1 in. No. 3 Com. Birch
3 cars 1¼ in. No. 1 Com Basswood
3 cars 4 and 6 in. 1st and 2nd Clear Bass Siding

Write Us for Interesting Delivered Prices

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We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber



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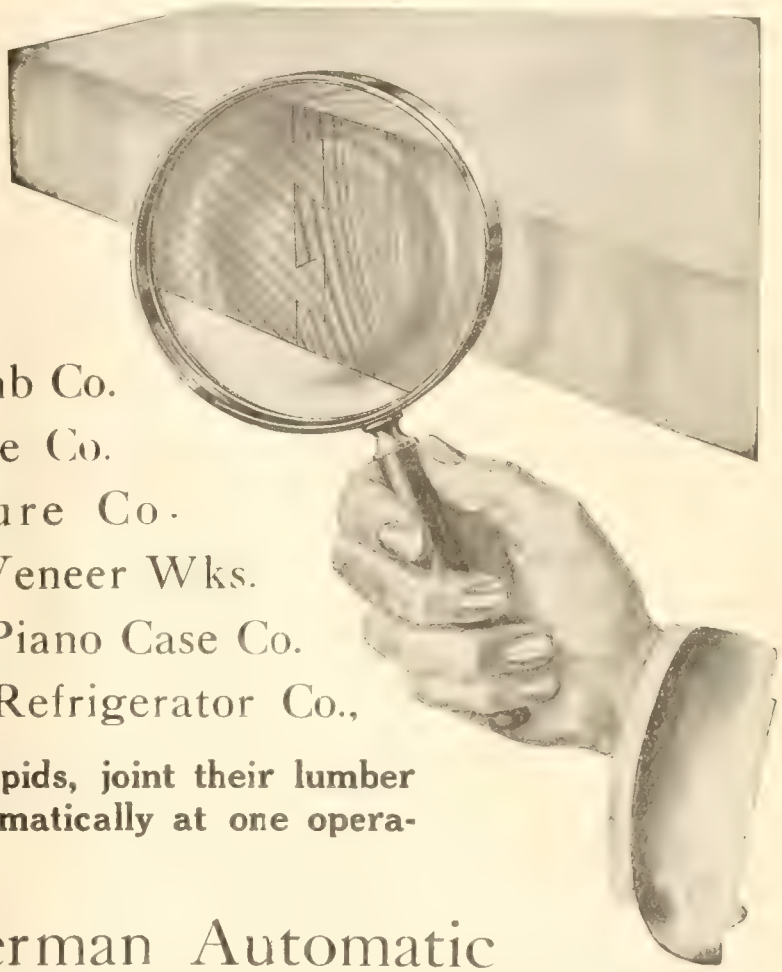
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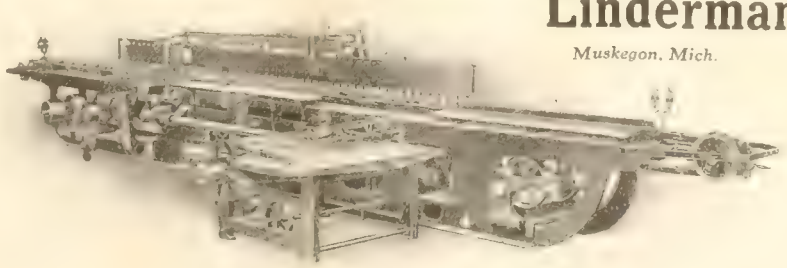
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